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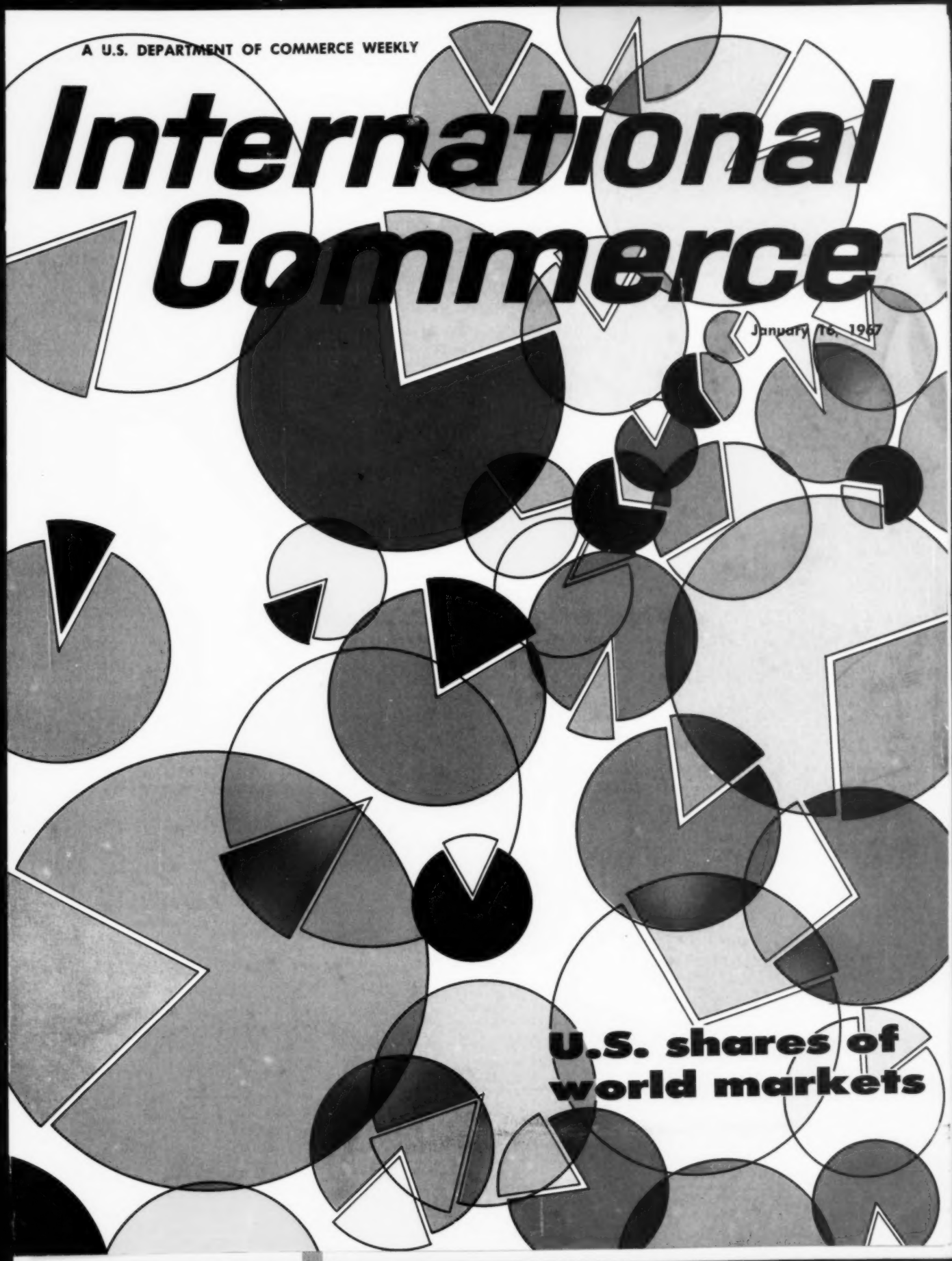
International Commerce

January 16, 1967



U.S. shares of world markets

International Trade Winds Newsletter

Company News

CHEMICALS—Hercules Powder Co., Wilmington, Del., will erect a plant in Middleburg, Holland for the production of dimethyl-terepthalate. The product serves as a raw material for polyester fibers in the textile industry and for polyester films. The new plant, which will have an annual capacity of 50,000 tons, will be built by Badger, N.V., the Dutch subsidiary of the engineering firm of Badger Co., Inc., Cambridge, Mass. Production is scheduled to begin in about a year. Hercules has one other plant already in operation in Holland, near Rotterdam.

PROCESSING MACHINERY—The Process Machinery Division of Arthur G. McKee & Co. has expanded its international operations with the establishment of a subsidiary in Scotland, McKee Process Machinery Co., Ltd., near Edinburgh. Initially the new firm will handle the marketing and servicing of McKee's Taylor-Stiles line of process machinery in the British and European markets. Plans call for subsequent construction of a manufacturing plant to produce the specialized size reduction machinery and other processing equipment for the food, chemical, plastics, paper, pharmaceutical, rubber, and textile industries made by the U.S. firm.

INSURANCE—American Foreign Insurance Association has opened its fourth office in Malaysia in Jesselton, Sabah. The new branch in the capital city of the state of Sabah will operate under the control of AFIA's Singapore office. Member firms represented in Malaysia by AFIA include The American, Fireman's Fund, Great American, The Home, and St. Paul Fire and Marine insurance companies.

BANKING—Bank of America has announced plans to open a branch bank in Marseilles, France. The branch will be the first French office of a U.S. bank outside Paris, and will serve the area surrounding France's second largest city. Marseilles is now the largest Mediterranean port and the fourth largest in continental Europe, and is expanding its facilities rapidly to accommodate the numerous American and foreign firms locating in the area. Bank of America now has nine branch banks in Europe, including one in Paris, in addition to six representative offices.

Our World Trade Outlook issue last week tipped traders about Netherlands prospects, pinpointing eight industrial and seven consumer goods as likely best sellers. Now add another note to the same picture, from Netherlands government sources: prices are expected to go up 16% overall in that country in the next five years, with lively Dutch demand for items from abroad contributing to the rise.

U.S. exports and U.S. expertise often go abroad together. When Dr. R. T. Ross of the "E" award-winning Buckman Laboratories travels in Europe this winter, he will introduce new chemicals for the paint and plastics industries in ten countries. As an ASTM scientific leader, he will also be giving European scientific groups talks on American progress in the field of corrosion control.

Columbus, O., chose the right site for the city's first Export Expansion Workshop--the plant and office of Ebco Manufacturing Co. After only four years in the export business, Ebco won an "E" award. Forty-one representatives from Central Ohio firms learned at firsthand how this maker of water coolers, humidifiers, and dehumidifiers built its overseas business from 6 to 11% of total output. Trade fair and U.S. Trade Center exhibits helped, along with liberal overseas warranties, use of multi-language sales literature, co-op, overseas advertising and personal contacts with distributors.

Alabama manufacturers actively engaged in international trade will have their own show next month at the brand-new International Trade Center in Mobile. A special target audience is Central and South America, where promotional materials about the show are being distributed with the help of Commercial Officers at the various U.S. posts. Foreign buyers within the U.S. are also getting invitations.

It's easier than ever to buy U.S. Government-sponsored research reports. A new coupon system combines payment, order form and shipping label. Coupons are $3 each, 10 for $30, for paper copies, and 50 for $32.50 for microfiche copies. The Clearinghouse for Federal Scientific and Technical Information, U.S. Department of Commerce, Springfield, Va. 22151 has them.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

The Commerce Department's Market Share Reports for 1967, beginning on page 2, show the latest information available on the U.S. slice of the import pie for manufactured products in 49 leading trading nations of the world. The new reports list U.S. import data for some two-thirds of the manufactured products included in the revised United Nations Standard International Trade Classification, along with world import totals for the remaining products. The reports are available in two forms—by commodity and by country.

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Reports show U.S. share of world import markets

New series gives expanded data, due to revision in U.S. reporting methods

By MARY JANE FISHER
Office of Publications and Information, DIB

The U.S. Commerce Department's 1967 Market Share Reports, providing the latest information on the U.S. share of imports of manufactured products in 49 of the world's leading importing nations, are now available to U.S. exporters.

A U.S. businessman can use the reports to determine the size of world import markets for his product; whether his company's exports have kept up with the growth of those markets; and how his sales have kept pace with total U.S. sales of his product in these markets.

The new reports show the U.S. share of world imports for 749 manufactured products out of the 1,127 listed in the revised United Nations Standard International Trade Classification. World imports, without U.S. share data, are given on the remaining 378 products.

The reports were prepared from special computer runs designed by BIC's International Trade Analysis Division and ordered by the Department from the United Nations International Trade Statistics Center.

The reports give American businessmen the dollar values and U.S. percentage shares of shipments of manufactured products to 49 of the world's leading importing nations by the United States and 13 other major exporting countries.

The series also lists separately the dollar value of shipments by the United States and eight principal supplier countries. These are the Common Market countries—Belgium-Luxembourg, France, Germany, Italy and the Netherlands—plus the United Kingdom, Sweden and Japan.

Each report also is a one-volume source of world trade data on specific types of manufactured products from 1962-65, the latest year for which figures are available.

The Department of Commerce began an experimental program in Market Share Reports in 1963. Data on 380 product categories were published in 1964. Detailed reports were made on 1,127 products in the first Market Share Report series introduced last June.

The 1967 series contains improved U.S. market share data for specific manufactures exported from the United States, because the United States revised its system of reporting trade statistics in January 1965. The new U.S. export classifications can be matched to over 200 more SITC items, an increase of 40% over the U.S. products covered in earlier reports.

The Market Share Reports are issued in two forms—by commodity and by country.

The commodity series is based on exports from 14 countries, and gives a reasonably complete approximation of the total import market for most manufactures. The export total consists of shipments by the United States, the other eight countries listed above, and Canada, Denmark, Norway, Austria and Switzerland.

Still some gaps

Important gaps exist in commodity series data for textiles and nonferrous metals, which are exported in large quantities by countries other than the 14 major suppliers mentioned above. The developing countries are important shippers of these two classes of commodities.

The commodity reports include all chemicals, machinery, transport equipment, metals and other manufactures. They do not cover mineral fuel products, processed foods, fats, oils, military firearms and ammunition.

Summary totals are shown for four broad groups of manufactures: chemicals, basic manufactures, machinery and

Market share reports

(Imports of manufactured goods 1962-65)

Commodity series—Tabulations of the dollar values of 1,127 manufactured commodities exported to the 49 major importing countries by the United States and 13 other major exporting countries. The U.S. percentage share has been computed as an aid in measuring this country's competitive performance. The manufactured products include all chemicals, machinery, transport equipment, metals, and other manufactures, except mineral fuel products, processed foods, fats, oils, military firearms, and ammunition. Summary totals are shown for four broad groups of manufactures. The 1,127 commodity categories consist of 380 subgroups (four-digit products) and 747 items (five-digit products).

Country series—Forty-nine country tabulations presenting dollar values for shipments of 1,127 manufactured commodities into a single foreign market. For each product the values of shipments are shown separately not only for the United States but for eight other principal supplier countries. The U.S. percentage share for each commodity has also been computed for this series. In addition to individual products, summary totals are shown for the four broad groups of manufactures, as in the commodity series.

Order Forms are available from the 42 Department of Commerce Field Offices, or from the Bureau of International Commerce, Washington, D.C. 20230. The Commodity reports cost $1.50 each; the country reports cost $3 each. Orders for any of the reports should be directed to the Clearinghouse for Federal Scientific and Technical Information, Code 410.11, Springfield, Virginia 22151.

transport equipment and miscellaneous manufactures.

Each of the commodity reports covers one of the 380 subgroups (four-digit products) and 747 items (five-digit products) of manufactured goods. Each report lists exports of the 14 nations to the world, the United States and 49 other countries in the years 1962-65.

The change in the U.S. trade classification reporting system makes possible the addition of U.S. data for more than twice the number of five-digit products, making a total of 411 compared to 194 in the previous reports.

Data for more than 100 U.S. products have been added to the basic manufactures category, which is the largest single group. These include more detail on such important U.S. exports as synthetic and artificial fiber, fabrics, wood products and metal manufactures.

U.S. export data are the most complete for the various types of machinery and transport equipment. Forty-two U.S. products have been added, leaving only 11 for which the U.S. share and sales are not given. Major U.S. exports added in this category are textile, spinning and weaving machinery, spraying machinery, automatic vending machines, electrical condensers, electrical carbons, electric sound and signaling apparatus, and electric traffic control equipment.

U.S. data have been added for 53 products in the miscellaneous manufactures group. Among the most important in dollar value are U.S. exports of measuring, controlling and scientific instruments, surveying instruments, drawing, measuring and calculating instruments, and equipment for indoor games such as bowling.

The new miscellaneous manufactures data even gives the value of U.S. exports of powder puffs, buttons, zippers, corset stays and tailor's dummies, including animated displays for window dressings.

Country data

The country reports have been improved by the use of national import data for nine additional countries. This brings to 25 the number of countries reporting up-to-date, internationally comparable import data to the United Nations. The dollar value of exports from the 14 major industrial suppliers is given for the remaining 24 countries covered by the reports.

The country series shows the dollar values of shipments of 1,127 manufactured products into a single foreign market in the years 1962-65. For the countries reporting import statistics, the value is given for imports from the world and from the United States.

The format has been improved to show imports from the eight other major supplier countries listed above rather than from the Common Market alone, as in the 1966 reports.

Each country report also gives the dollar value of all commodities and all manufactures in separate totals, whether based on import figures or on shipments by the 14 major suppliers.

The nine additional countries now reporting import figures are Brazil, Finland, Hong Kong, Israel, Republic of Korea, Libya, Mexico, New Zealand and Nigeria. These data give exporters an improved picture of the markets in these developing countries. By giving total imports instead of shipments from 14 major suppliers, the reports provide substantially more information on the worldwide movement of goods.

Market share reports can help a U.S. manufacturer make a more precise evaluation of his company's competitive position in world markets. They can be used to construct a world market profile of a product during the years 1962-65, to identify areas in which the firm's sales are not keeping up with the market, and to reveal new opportunities for market development.

The reports can also disclose which products are lagging behind sales of competing foreign manufactures and may suggest a study of the rival product to determine the reasons for its success.

A trend may be spotted for a product in a market that is likely to become profitable. By going in early with his product, the manufacturer may be well established in that market when sales begin to pay off.

The reports can be used to determine a company's overseas market performance in relation to competing U.S. products, as well as those manufactured in eight other major exporting nations. They also can reveal the size and trend of markets for manufactured products overseas. Once these facts have been established, more precise marketing research targets can be set.

More detailed information to aid in planning intensive market research is available from the Bureau of International Commerce's country desk specialists and international trade analysts. International trade experts in the industry divisions of the Business and Defense Services Administration also can provide guidance on market conditions.

Commercial Officers at U.S. embassies and consulates around the world constantly feed back trade developments to the Department's international trade and industry specialists.

Orders for the reports should be sent to the Clearinghouse for Federal Scientific and Technical Information, Code 410.11, Springfield, Va. 22151. Deposit accounts may be opened with a minimum payment of $25. Checks should be made payable to the National Bureau of Standards—CFSTI. Commodity reports cost $1.50 each and country reports, $3.00 each.

Order forms for the Market Share Reports may be obtained from the Department's 42 Field Offices throughout the United States or from the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

COUNTRY SERIES

The following individual country reports, priced at $3 each, should be ordered by their individual identification numbers from the Federal Clearinghouse for Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. (Reports on countries in bold face are based on import data.)

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Australia—DIB 67-90002
Austria—DIB 67-90003
Belgium-Luxembourg—DIB 67-90004
Brazil—DIB 67-90005
Canada—DIB 67-90006
Chile—DIB 67-90007
Colombia—DIB 67-90008
Republic of the Congo (Kinshasa)—DIB 67-90009
Denmark—DIB 67-90010
Dominican Republic——DIB 67-90011
Ethiopia—DIB 67-90012
Finland—DIB 67-90013
France—DIB 67-90014
Federal Republic of Germany—DIB 67-90015
Greece—DIB 67-90016
Hong Kong—DIB 67-90017
India—DIB 67-90018
Indonesia—DIB 67-90019
Iran—DIB 67-90020
Israel—DIB 67-90021
Italy—DIB 67-90022
Ivory Coast—DIB 67-90023
Japan—DIB 67-90024
Republic of Korea—DIB 67-90025
Lebanon—DIB 67-90026
Liberia—DIB 67-90027
Libya—DIB 67-90028
Malaysia and Singapore—DIB 67-90029
Mexico—DIB 67-90030
Morocco—DIB 67-90031
Netherlands—DIB 67-90032
New Zealand—DIB 67-90033
Nigeria—DIB 67-90034
Norway—DIB 67-90035
Pakistan—DIB 67-90036
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Switzerland—DIB 67-90042
Taiwan—DIB 67-90043
Thailand—DIB 67-90044
Turkey—DIB 67-90045
United Arab Republic (Egypt)—DIB 67-90046
United Kingdom—DIB 67-90047
Venezuela—DIB 67-90048
Yugoslavia—DIB 67-90049

COMMODITY SERIES

The following individual commodity reports, all priced at $1.50 each, should be ordered by their individual DIB identification numbers from the Federal Clearinghouse for Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151.

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5 —CHEMICALS. DIB 67-90050

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512.13—Halogenated derivatives of hydrocarbons. DIB 67-90055**
512.14—Other derivatives of hydrocarbons. DIB 67-90056**
512.2 —Alcohols, phenols, phenol-alcohols, and glycerine. DIB 67-90057*
512.21—Methyl alcohol. DIB 67-90058*
512.22—Other acyclic alcohols and derivatives. DIB 67-90059**
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512.28—Derivatives of phenols or phenol-alcohols. DIB 67-90065**
512.3 —Ethers, epoxides, and acetals. DIB 67-90066*
512.31—Ethers, ether-alcohols, ether-phenols, alcohol and ether peroxides, and derivatives. DIB 67-90067**
512.32—Epoxides, epoxy compounds, and derivatives. DIB 67-90068**
512.33—Acetals, hemiacetals, and derivatives. DIB 67-90069**
512.4 —Aldehyde, ketone, and quinone function compounds. DIB 67-90070*
512.41—Oxygen function aldehydes. DIB 67-90071**
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512.6 —Inorganic esters and their derivatives. DIB 67-90078**
512.61—Sulfuric esters and their derivatives. DIB 67-90079**
512.62—Nitrous and nitric esters and their derivatives. DIB 67-90080**
512.63—Phosphoric esters and their derivatives. DIB 67-90081**
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512.69—Other inorganic esters and their derivatives. DIB 67-90083**
512.7 —Nitrogen function compounds. DIB 67-90084*
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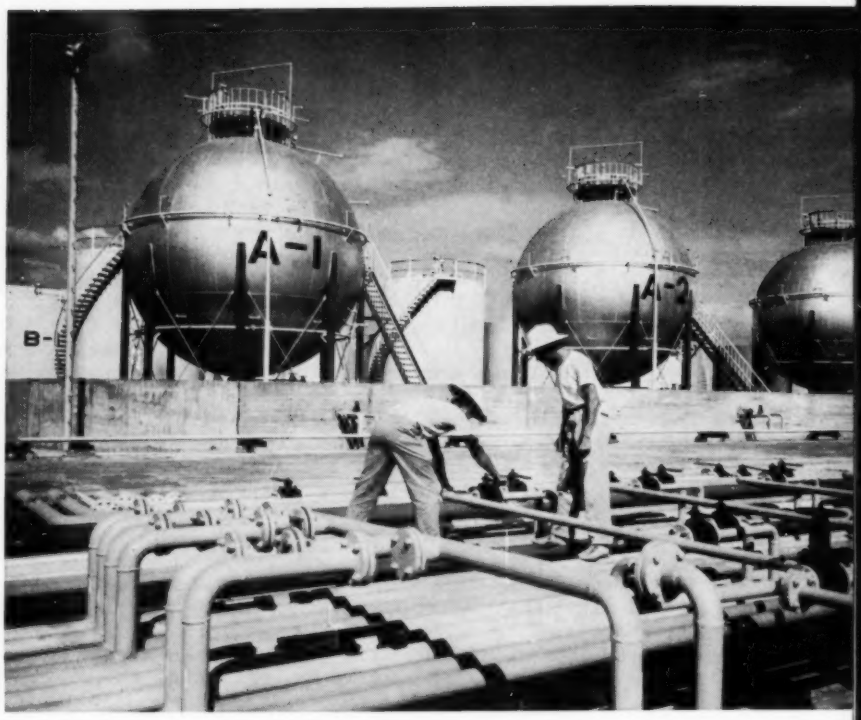

512.72—Oxygen function amino-compounds. DIB 67-90086**
512.73—Quaternary ammonium salts and hydroxides. DIB 67-90087**
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512.85—Heterocyclic compounds, including nucleic acids. DIB 67-90099**
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512.87—Sultones and sultams. DIB 67-90101**
512.9 —Other organic chemicals. DIB 67-90102*
512.91—Enzymes. DIB 67-90103**
512.92—Sugars, except sucrose, glucose, and lactose; sugar esters and salts, (n.e.s.) DIB 67-90104**
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Inorganic chemicals: Elements, oxides, and halogen salts

513.1 —Oxygen, nitrogen, hydrogen, and rare gases. DIB 67-90106.
513.11—Oxygen. DIB 67-90107**
513.12—Nitrogen. DIB 67-90108**
513.13—Hydrogen and rare gases. DIB 67-90109**
513.2 —Chemical elements, (n.e.s.) DIB 67-90110
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513.35—Phosphorous pentoxide and phosphoric acids. DIB 67-90124**
513.36—Arsenic trioxide, pentoxide, and acids of arsenic. DIB 67-90125**
513.37—Boric oxide and boric acid. DIB 67-90126*
513.39—Other inorganic acids and oxygen compounds of nonmetals or metalloids. DIB 67-90127**

* U.S. export data are not shown for some years on this tabulation because our statistics could not be matched exactly to the commodity classification used, i.e. the Standard International Trade Classification, Revised (SITC) of the United Nations.
** U.S. export data are not shown on this tabulation.

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514.93—Phosphides. DIB 67-90177**
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532.3 —Synthetic tanning materials. DIB 67-90194
532.4 —Tanning extracts of vegetable origin. DIB 67-90195*
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Pigments, paints, varnishes, and related materials

533.1 —Coloring materials. DIB 67-90197
533.2 —Printing inks. DIB 67-90198
533.3 —Prepared paints, enamels, lacquers, and driers. DIB 67-90199
533.31—Prepared pigments, opacifiers, enamels, and similar products. DIB 67-90200*
533.32—Varnishes, water pigments, stamping foils, and dyes. DIB 67-90201
533.33—Artists' colors. DIB 67-90202
533.34—Prepared driers. DIB 67-90203*
533.35—Putty, painters' fillings, and similar products. DIB 67-90204*

Medicinal and pharmaceutical products

541.1 —Vitamins and provitamins. DIB 67-90205
541.3 —Penicillin, streptomycin, and other antibiotics. DIB 67-90206
541.4 —Opium alkaloids, cocaine, and other vegetable alkaloids and derivatives. DIB—67-90207
541.5 —Hormones. DIB 67-90208
541.6 —Glycosides, glands, sera, and vaccines. DIB 67-90209
541.61—Glycosides and their derivatives. DIB 67-90210*
541.62—Organotherapeutic glands, other organs, and their extracts. DIB 67-90211*
541.63—Bacterial products, sera, vaccines. DIB 67-90212
541.7 —Medicaments. DIB 67-90213
541.9 —Pharmaceutical goods. DIB 67-90214
541.91—Bandages and similar articles treated with pharmaceutical products. DIB 67-90215
541.99—Other pharmaceutical goods. DIB 67-90216*

Essential oils, perfume, and flavor materials

551.1 —Essential oils and resinoids. DIB 67-90217
551.2 —Synthetic perfume and flavor materials. DIB 67-90218
551.21—Terpenic by-products. DIB 67-90219**
551.22—Concentrates of essential oils in fats, fixed oils, or waxes. DIB 67-90220**
551.23—Mixtures of odoriferous substances used as raw materials in industry. DIB 67-90221**
551.24—Aqueous distillates and solutions of essential oils. DIB 67-90222**

Perfumery and cosmetics, dentifrices, and other toilet preparations, except soaps

553.0 —Perfumery, cosmetics, and other toilet preparations. DIB 67-90223

Soaps, cleansing and polishing preparations

554.1 —Soaps. DIB 67-90224
554.2 —Surface acting agents and washing preparations. DIB 67-90225
554.3 —Polishes and similar preparations for polishing and preserving leather, wood, and other materials. DIB 67-90226

Fertilizers, manufactured

561 —Fertilizers, manufactured. DIB 67-90227
561.1 —Nitrogenous fertilizers and materials. DIB 67-90228
561.2 —Phosphatic fertilizers and materials. DIB 67-90229
561.21—Basic slag (Thomas slag). DIB 67-90230**
561.29—Other phosphatic fertilizers and materials. DIB 67-90231**
561.3 —Potassic fertilizers and materials. DIB 67-90232
561.9 —Fertilizers, (n.e.s.). DIB 67-90233

Explosives and pyrotechnic products

571.1 —Propellent powders and other prepared explosives. DIB 67-90234
571.11—Propellent powders. DIB 67-90235
571.12—Other prepared explosives. DIB 67-90236

* U.S. export data are not shown for some years on this tabulation because our statistics could not be matched exactly to the commodity classification used, i.e. the Standard International Trade Classification, Revised (SITC) of the United Nations.

** U.S. export data are not shown on this tabulation.

571.2 —Fuses, primers, and detonators. DIB 67-90237
571.21—Mining, blasting, and safety fuses. DIB 67-90238
571.22—Percussion and detonating caps, igniters, and detonators. DIB 67-90239
571.3 —Pyrotechnic articles. DIB 67-90240
571.4 —Hunting and sporting ammunition. DIB 67-90241

Plastic materials, regenerated cellulose, and artificial resins

581.1 —Products of condensation, polycondensation, and polyaddition. DIB 67-90242
581.2 Products of polymerization and copolymerization. DIB 67-90243
581.3 —Regenerated cellulose, chemical derivatives of cellulose, and vulcanized fiber. DIB 67-90244
581.31—Vulcanized fiber. DIB 67-90245
581.32—Regenerated cellulose and cellulose derivatives. DIB 67-90246
581.9 —Other artificial resins and plastic materials. DIB 67-90247
581.91—Hardened proteins. DIB 67-90248*
581.92—Modified natural resins, ester gums, and natural rubber derivatives. DIB 67-90249
581.99—Other artificial plastic materials. DIB 67-90250*

Chemical materials and products, other

599.2—Insecticides, fungicides, and disinfectants. DIB 67-90251
599.5 —Starches, gluten, albuminoid substances, and glues. DIB 67-90252
599.51—Starches and inulin. DIB 67-90253
599.52—Gluten and gluten flour. DIB 67-90254*
599.53—Casein and derivatives; casein glues. DIB 67-90255*
599.54—Albumins and derivatives. DIB 67-90256**
599.55—Gelatin and derivatives; glue derived from bones and similar products. DIB 67-90257**
599.56—Protein substances and their derivatives; hide powder. DIB 67-90258**
599.57—Dextrins, soluble starches, and starch glues. DIB 67-90259*
599.59—Prepared glues, (n.e.s.) DIB 67-90260**
599.6 —Wood and resin-based chemicals. DIB 67-90261
599.61—Tall oil. DIB 67-90262
599.62—Concentrated sulfite lye. DIB 67-90263*
599.63—Spirits of turpentine and other terpenic solvents. DIB 67-90264
599.64—Rosin and resin acids and their derivatives. DIB 67-90265
599.65—Wood tar, wood tar oils, creosote, naphtha, and acetone oil. DIB 67-90266*
599.66—Vegetable pitch and similar compounds. DIB 67-90267*
599.7 —Organic chemical products, (n.e.s.). DIB 67-90268
599.71—Artificial and prepared waxes, not emulsified or containing solvents. DIB 67-90269*
599.72—Artificial and colloidal graphite. DIB 67-90270*
599.73—Animal black. DIB 67-90271*
599.74—Prepared glazings, dressings, and mordants. DIB 67-90272*
599.75—Antiknock preparations and similar prepared mineral oil additives. DIB 67-90273
599.76—Prepared rubber accelerators. DIB 67-90274*
599.77—Prepared culture media. DIB 67-90275*
599.78—Charges for fire extinguishers. DIB 67-90276*
599.9 —Chemical products and preparations, (n.e.s.). DIB 67-90277
599.91—Modeling pastes and dental impression compounds. DIB 67-90278*
599.92—Activated carbon and natural mineral products. DIB 67-90279
599.93—Ferrocerium and other pyrophoric alloys. DIB 67-90280
599.94—Pickling preparations for metal surfaces, fluxes, and other welding preparations. DIB 67-90281
599.95—Composite varnish solvents and thinners. DIB 67-90282
599.99—Other chemical products and preparations, (n.e.s.). DIB 67-90283

6 —MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL. DIB 67-90284

Leather

611 —Leather. DIB 67-90285
611.2 —Reconstituted and artificial leather. DIB 67-90286*
611.3 —Calf leather. DIB 67-90287*
611.4 —Other bovine and equine leather. DIB 67-90288*
611.9 —Leather, (n.e.s.). DIB 67-90289
611.91—Leather of sheep and lamb skins. DIB 67-90290
611.92—Leather of goat and kid skins. DIB 67-90291*
611.93—Chamois dressed leather. DIB 67-90292**
611.94—Parchment dressed leather. DIB 67-90293**
611.95—Patent and metalized leather. DIB 67-90294**
611.99—Other leather. DIB 67-90295**

Manufactures of leather, or artificial or reconstituted leather, (n.e.s.)

612 —Manufactures of leather, or artificial or reconstituted leather, (n.e.s.). DIB 67-90296
612.1 —Machine leather belting and other machinery leather. DIB 67-90297
612.2 —Saddlery and similar goods. DIB 67-90298**
612.3 —Uppers, legs, and other footwear parts. DIB 67-90299
612.9 —Manufactures of leather, (n.e.s.). DIB 67-90300*

Fur skins, tanned or dressed

613.0 —Fur skins, tanned or dressed. DIB 67-90301

Materials of rubber

621.0 —Materials of rubber. DIB 67-90302
621.01—Plates, sheets, and granules of unvulcanized rubber. DIB 67-90303*
621.02—Unvulcanized rubber in other forms. DIB 67-90304*
621.03—Vulcanized rubber thread and cord. DIB 67-90305*
621.04—Plates, sheets, and profile shapes of unhardened vulcanized rubber. DIB 67-90306**
621.05—Piping and tubing of unhardened vulcanized rubber. DIB 67-90307*
621.06—Hardened rubber in primary forms, scrap, and powder. DIB 67-90308**

Articles of rubber, (n.e.s.)

629.1 —Rubber tires and tubes. DIB 67-90309
629.3 —Hygienic and pharmaceutical articles of unhardened rubber. DIB 67-90310
629.4 —Transmission, conveyor, or elevator belts and belting of rubber. DIB 67-90311
629.9 —Other articles of rubber. DIB 67-90312
629.98—Articles of unhardened rubber, (n.e.s.). DIB 67-90313
629.99—Articles of hardened rubber, (n.e.s.). DIB 67-90314

Veneers, plywood boards, reconstituted wood, and other wood, worked

631.1 —Veneer sheets. DIB 67-90315
631.2 —Plywood, including veneered panels. DIB 67-90316
631.21—Plywood and veneered panels; inlaid wood. DIB 67-90317**
631.22—Cellular wood panels. DIB 67-90318**
631.4 —Improved or reconstituted wood. DIB 67-90319*
631.41—Improved wood. DIB 67-90320*
631.42—Reconstituted wood. DIB 67-90321*
631.8 —Wood simply shaped or worked. DIB 67-90322*
631.81—Wood paving blocks. DIB 67-90323*
631.82—Riven or sawn staves, unfinished. DIB 67-90324*
631.83—Hoopwood, chipwood, split poles, and piles. DIB 67-90325*
631.84—Sticks suitable for shaping into handles and shafts. DIB 67-90326**
631.85—Drawn wood, match splints, and wooden pegs. DIB 67-90327**
631.86—Wood wool and flour. DIB 67-90328*
631.87—Wood beading and molding. DIB 67-90329*

Wood manufactures, (n.e.s.)

632.1 —Boxes, cases, and crates, complete. DIB 67-90330
632.2 —Cooperage products. DIB 67-90331
632.4 —Builders' woodwork and prefabricated buildings of wood. DIB 67-90332
632.7 —Manufactures of wood for domestic or decorative use. DIB 67-90333*
632.71—Picture and mirror frames of wood. DIB 67-90334*
632.72—Household utensils of wood. DIB 67-90335*
632.73—Domestic or decorative articles of wood, (n.e.s.). DIB 67-90336*
632.8 —Manufactured articles of wood, (n.e.s.). DIB 67-90337
632.81—Tools, handles, and shoe lasts of wood. DIB 67-90338*
632.82—Spools, cops, and bobbins of turned wood. DIB 67-90339*
632.89—Other articles of wood, (n.e.s.). DIB 67-90340*

Cork manufactures

633.0 —Cork manufactures. DIB 67-90341
633.01—Articles of natural cork. DIB 67-90342**
633.02—Agglomerated cork and articles. DIB 67-90343**

Paper and paperboard

641.1 —Newsprint paper. DIB 67-90344
641.2 —Other printing and writing paper, machine-made, in rolls or sheets. DIB 67-90345

* U.S. export data are not shown for some years on this tabulation because our statistics could not be matched exactly to the commodity classification used, i.e. the Standard International Trade Classification, Revised (SITC) of the United Nations.
** U.S. export data are not shown on this tabulation.

641.21—Uncoated printing and writing paper, in rolls or sheets. DIB 67-90346**
641.22—Coated printing and writing paper, in rolls or sheets. DIB 67-90347*
641.3 —Kraft paper and paperboard. DIB 67-90348
641.4 —Cigarette paper in bulk, rolls, or sheets. DIB 67-90349
641.5 —Machine-made paper and paperboard in rolls or sheets, (n.e.s.). DIB 67-90350
641.6 —Fiberboard and other building board. DIB 67-90351
641.7 —Handmade papers. DIB 67-90352**
641.9 —Paper and paperboard, in rolls or sheets, (n.e.s.). DIB 67-90353
641.91—Parchment or greaseproof paper or paperboard, in rolls or sheets. DIB 67-90354*
641.92—Composite paper and paperboard, in rolls or sheets. DIB 67-90355*
641.93—Corrugated paper and paperboard, in rolls or sheets. DIB 67-90356
641.94—Ruled or squared paper and paperboard, in rolls or sheets. DIB 67-90357*
641.95—Paper and paperboard, impregnated, coated, or decorated, in rolls or sheets, other than printing and writing paper. DIB 67-90358*
641.96—Filterblocks of paper pulp. DIB 67-90359**
641.97—Wallpaper and lincrusta. DIB 67-90360

Articles made of paper pulp, paper, or paperboard

642.1 —Paper bags, paperboard boxes, and other containers. DIB 67-90361
642.11—Packing containers of paper or paperboard. DIB 67-90362*
642.12—Filing containers of paper or paperboard. DIB 67-90363*
642.2 —Envelopes, letter pads, and similar paper stationery. DIB 67-90364
642.3 —Exercise books albums and other stationery of paper or paperboard. DIB 67-90365*
642.9 —Articles of paper pulp, paper, or paperboard, (n.e.s.). DIB 67-90366
642.91—Cigarette paper cut to size. DIB 67-90367
642.92—Carbon and other copying papers cut to size. DIB 67-90368
642.93—Other paper and paperboard cut to size. DIB 67-90369**
642.94—Bobbins, spools, and similar supports of paper pulp, paper, or paperboard. DIB 67-90370*
642.99—Other articles of paper pulp, paperboard, or cellulose wadding. DIB 67-90371**

Textile yarn and thread

651.1 —Thrown silk and other silk yarn and thread. DIB 67-90372*
651.11—Silk yarn, other than noil or other waste silk, not for retail. DIB 67-90373**
651.12—Yarn spun from silk waste other than noil, not for retail. DIB 67-90374**
651.13—Yarn spun from noil silk, not for retail. DIB 67-90375**
651.14—Silk yarn, for retail. DIB 67-90376**
651.15—Silkworm gut and imitation catgut of silk. DIB 67-90377**
651.2 —Yarn of wool and animal hair. DIB 67-90378
651.21—Yarn of carded wool, not for retail. DIB 67-90379**
651.22—Yarn of combed wool, not for retail. DIB 67-90380**

651.23—Yarn of fine animal hair, not for retail. DIB 67-90381**
651.24—Yarn of horsehair or other coarse animal hair, not for retail. DIB 67-90382**
651.25—Yarn of wool or animal hair, for retail. DIB 67-90383**
651.3 —Cotton yarn and thread, grey. DIB 67-90384
651.4 —Cotton yarn and thread, other. DIB 67-90385
651.41—Cotton yarn and thread, other, not for retail. DIB 67-90386**
651.42—Cotton yarn and thread, other, for retail. DIB 67-90387**
651.5 —Yarn and thread of flax, ramie, and hemp. DIB 67-90388*
651.51—Flax or ramie yarn, not for retail. DIB 67-90389**
651.52—Flax or ramie yarn, for retail. DIB 67-90390**
651.53—Yarn of hemp. DIB 67-90391**
651.6 —Yarn and thread of synthetic fiber. DIB 67-90392
651.61—Yarn of continuous synthetic fiber, not for retail. DIB 67-90393*
651.62—Monofil, strip, and catgut of synthetic fiber. DIB 67-90394*
651.63—Yarn of continuous synthetic fiber, for retail. DIB 67-90395**
651.64—Yarn of discontinuous synthetic fiber, not for retail. DIB 67-90396*
651.65—Yarn of discontinuous synthetic fiber, for retail. DIB 67-90397**
651.7 —Yarn and thread of artificial fiber. DIB 67-90398
651.71—Yarn of continuous artificial fiber, not for retail. DIB 67-90399*
651.72—Monofil, strip, and catgut of artificial fiber. DIB 67-90400*
651.73—Yarn of continuous artificial fiber, for retail. DIB 67-90401**
651.74—Yarn of discontinuous artificial fiber, not for retail. DIB 67-90402*
651.75—Yarn of discontinuous artificial fiber, for retail. DIB 67-90403**
651.8 —Yarn of glass fiber. DIB 67-90404
651.9 —Yarn of other textile fibers. DIB 67-90405
651.91—Yarn of textile fiber spun with or covered with metal. DIB 67-90406**
651.92—Yarn of jute. DIB 67-90407**
651.93—Yarn of other vegetable textile fibers. DIB 67-90408**
651.94—Paper yarn. DIB 67-90409**

Cotton fabrics, woven

652.1 —Cotton fabrics, grey. DIB 67-90410
652.11—Cotton gauze, grey. DIB 67-90411*
652.12—Terry fabrics of cotton, grey. DIB 67-90412*
652.13—Other cotton fabrics, grey. DIB 67-90413*
652.2 —Cotton fabrics, other than grey. DIB 67-90414
652.21—Cotton gauze, other than grey. DIB 67-90415*
652.22—Terry fabrics of cotton, other than grey. DIB 67-90416*
652.23—Pile and chenille fabrics of cotton. DIB 67-90417*
652.29—Other cotton fabrics, except grey. DIB 67-90418*

Textile fabrics, woven, other than cotton

653.1 —Silk fabrics. DIB 67-90419
653.11—Silk fabrics, other than of noil. DIB 67-90420**
653.12—Fabrics of noil silk. DIB 67-90421**
653.13—Pile and chenille fabrics of silk. DIB 67-90422**
653.2 —Wool fabrics. DIB 67-90423
653.21—Fabrics of wool or of fine animal hair, other than pile and chenille fabrics. DIB 67-90424*
653.22—Pile and chenille fabrics of wool. DIB 67-90425*
653.3 —Linen, ramie, and hemp fabrics. DIB 67-90426*
653.31—Fabrics of flax or ramie. DIB 67-90427*
653.32—Fabrics of hemp. DIB 67-90428**
653.4 —Jute fabrics. DIB 67-90429
653.5—Synthetic fiber fabrics. DIB 67-90430
653.51—Fabrics of continuous synthetic fibers, other than pile or chenille. DIB 67-90431*
653.52—Fabrics of discontinuous synthetic fibers, other than pile or chenille. DIB 67-90432*
653.53—Pile and chenille fabrics of synthetic fibers. DIB 67-90433
653.6 —Artificial fiber fabrics. DIB 67-90434

653.61—Fabrics of continuous artificial fibers, other than pile or chenille. DIB 67-90435*
653.62—Fabrics of discontinuous artificial fibers, other than pile or chenille. DIB 67-90436*
653.63—Pile and chenille fabrics of artificial fibers. DIB 67-90437*
653.7 —Knitted or crocheted fabrics. DIB 67-90438
653.8 —Glass fiber fabrics. DIB 67-90439*
653.9 —Fabrics, (n.e.s.). DIB 67-90440*
653.91—Fabrics of metal thread or metalized yarn. DIB 67-90441**
653.92—Fabrics of coarse animal hair, other than horsehair. DIB 67-90442**
653.93—Fabrics of horsehair. DIB 67-90443**
653.94—Fabrics of vegetable textile fibers, (n.e.s.). DIB 67-90444**
653.95—Fabrics of paper yarn. DIB 67-90445**
653.96—Pile or chenille fabrics, (n.e.s.). DIB 67-90446**

Tulle, lace, embroidery, ribbons, and trimmings

654.0 —Tulle, lace, embroidery, ribbons, and trimmings. DIB 67-90447
654.01—Narrow fabrics. DIB 67-90448*
654.02—Woven labels and badges in the piece or cut to size. DIB 67-90449*
654.03—Trimmings and other small wares, not elastic. DIB 67-90450*
654.04—Tulle and other net fabrics, plain. DIB 67-90451**
654.05—Other tulle and net fabrics; lace. DIB 67-90452*
654.06—Embroidery. DIB 67-90453*

Special textile fabrics and related products

655 —Special textile fabrices and related products. DIB 67-90454
655.1 —Felts and felt articles. DIB 67-90455
655.4 —Coated or impregnated textile fabrics and products. DIB 67-90456
655.41—Bonded fiber fabrics and articles. DIB 67-90457*
655.42—Textile fabrics coated with gum or similar substances. DIB 67-90458*
655.43—Textile fabrics impregnated or coated with plastic materials. DIB 67-90459
655.44—Textile fabrics impregnated or coated with oil. DIB 67-90460*
655.45—Rubberized textile fabrics, other than knitted or crocheted. DIB 67-90461
655.46—Other impregnated or coated textile fabrics. DIB 67-90462*
655.5 —Elastic fabrics and trimmings. DIB 67-90463
655.6 —Cordage and manufactures. DIB 67-90464
655.61—Cordage, cable, rope, and twine. DIB 67-90465**
655.62—Nets and netting of cordage, rope, or twine. DIB 67-90466**
655.63—Other articles of cordage. DIB 67-90467**
655.7 —Hat bodies. DIB 67-90468*
655.71—Hat bodies of wool felt and fur felt. DIB 67-90469**
655.72—Other hat bodies. DIB 67-90470**
655.8 —Wadding, wicks, and textile fabrics for industrial use. DIB 67-90471*
655.81—Wadding and articles of wadding. DIB 67-90472*
655.82—Wicks of textile fabrics. DIB 67-90473**
655.83—Other textile fabrics and articles for industrial use. DIB 67-90474**
655.9 —Special products of textile and related materials. DIB 67-90475
655.91—Textile hosepiping and similar tubing. DIB 67-90476**
655.92—Transmission, conveyor, or elevator belts of textile materials. DIB 67-90477*

Made-up articles, wholly or chiefly of textile materials

656.1 —Bags and sacks of textile materials. DIB 67-90478
656.2 —Tarpaulins, tents, and other canvas goods. DIB 67-90479
656.6 —Blankets. DIB 67-90480
656.61—Blankets of wool. DIB 67-90481*
656.62—Blankets of cotton. DIB 67-90482
656.69—Blankets, (n.e.s.). DIB 67-90483**
656.9 —Made-up articles of textile materials (n.e.s.). DIB 67-90484
656.91—Household linens and other textile furnishings. DIB 67-90485*
656.92—Other made-up textile articles, (n.e.s.). DIB 67-90486*

Floor coverings, tapestries, etc.

657.4 —Linoleum and similar floor coverings. DIB 67-90487
657.41—Floor coverings on a paper or paperboard base. DIB 67-90488**
657.42—Linoleum and similar floor coverings on a textile base. DIB 67-90489**
657.5 —Carpets, carpeting, and rugs, knotted. DIB 67-90490**
657.6 —Other carpets, carpeting, and rugs. DIB 67-90491
657.7 —Tapestries. DIB 67-90492*
657.8 —Mats, screens, and packings of plaiting materials. DIB 67-90493*

Lime, cement, and fabricated building materials

661.1 —Lime. DIB 67-90494
661.2 —Cement. DIB 67-90495
661.3 —Building and monumental stone, worked. DIB 67-90496
661.31—Paving and flagstones of natural stone. DIB 67-90497**
661.32—Worked building or monumental stone. DIB 67-90498**
661.33—Worked slate. DIB 67-90499**
661.8 —Building materials of asbestos-cement, fiber-cement, and unfired nonmetallic minerals. DIB 67-90500
661.81—Articles of asphalt or similar materials. DIB 67-90501
661.82—Building materials of vegetable substances agglomerated with mineral binding substances. DIB 67-90502*
661.83—Articles of asbestos-cement or fibercement. DIB 67-90503

Clay and refractory construction materials

662.3 —Refractory bricks and other refractory construction materials. DIB 67-90504
662.31—Insulating bricks of infusorial, kieselguhr, and siliceous earths. DIB 67-90505**
662.32—Other refractory bricks. DIB DIB 67-90506**
662.33—Refractory cements or mortars. DIB 67-90507**
662.4 —Nonrefractory ceramic bricks, tiles, pipes, and similar products. DIB 67-90508
662.41—Building bricks. DIB 67-90509*
662.42—Roofing tiles and other construction ceramic ware. DIB 67-90510**
662.43—Ceramic piping, conduits, and guttering. DIB 67-90511**
662.44—Unglazed ceramic flags and tiles. DIB 67-90512**
662.45—Glazed ceramic flags and tiles. DIB 67-90513**

Mineral manufactures, (n.e.s.)

663.1 —Grinding and polishing wheels and stones. DIB 67-90514
663.11—Grinding wheels and stones for hand- or power-operated machines. DIB 67-90515*
663.12—Grinding stones for hand use. DIB 67-90516*
663.2 —Abrasive cloths and papers and similar articles. DIB 67-90517
663.4 —Worked mica and mica articles. DIB 67-90518
663.5 —Mineral insulating materials. DIB 67-90519
663.6 —Nonceramic manufactures of mineral materials. DIB 67-90520
663.61—Articles of plaster. DIB 67-90521*
663.62—Articles of cement or artificial stone. DIB 67-90522*
663.63—Other nonceramic articles of mineral substances. DIB 67-90523*
663.7 —Refractory products, other than construction materials. DIB 67-90524
663.8 —Manufactures of asbestos; friction materials. DIB 67-90525
663.81—Manufactures of asbestos, other than friction materials. DIB 67-90526
663.82—Friction materials of asbestos, other mineral substances, or cellulose. DIB 67-90527
663.9 —Articles of ceramic materials, (n.e.s.). DIB 67-90528
663.91—Laboratory, industrial, and similar ceramic wares, not refractory. DIB 67-90529
663.92—Other articles of creamic materials, (n.e.s.). DIB 67-90530

Glass

664.1 —Glass in the mass, rods, tubes, and waste glass. DIB 67-90531
664.11—Glass, other than optical glass, in the mass; waste glass. DIB 67-90532**
664.12—Enamel glass in the mass, rods, or tubes. DIB 67-90533**
664.13—Glass, other than optical and enamel glass, unworked, in balls, rods, or tubes. DIB 67-90534*
664.2 —Optical glass and elements, not worked. DIB 67-90535
664.3 —Drawn or blown glass, unworked. DIB 67-90536*
664.4 —Cast, rolled, drawn, or blown glass, surface ground or polished. DIB 67-90537*
664.5 —Cast or rolled glass, unworked. DIB 67-90538
664.6 —Bricks, tiles, and similar materials of pressed or molded glass. DIB 67-90539
664.7 —Safety glass, toughened or laminated. DIB 67-90540
664.8 —Sheet or plate glass mirrors. DIB 67-90541
664.9 —Glass, (n.e.s.). DIB 67-90542
664.91—Cast, rolled, drawn, or blown glass. DIB 67-90543*
664.92—Glass envelopes for electric lamps, electronic valves, and similar articles. DIB 67-90544
664.93—Clock and watch glasses. DIB 67-90545*
664.94—Glass fiber and products. DIB 67-90546*

Glassware

665.1 —Carboys, bottles, and similar containers and closures of glass. DIB 67-90547
665.11—Commercial containers and stoppers of glass. DIB 67-90548
665.12—Inners for vacuum vessels. DIB 67-90549*

665.2 —Glass tableware and other articles for household, hotel, and restaurant use. DIB 67-90550
665.8 —Glass articles, (n.e.s.). DIB 67-90551
665.81—Laboratory, hygienic, or pharmaceutical glassware. DIB 67-90552*
665.82—Decorative glass smallwares and ornaments of glass. DIB 67-90553**
665.89—Other articles of glass, (n.e.s.). DIB 67-90554**

Pottery

666.4 —Porcelain or china household ware. DIB 67-90555
666.5 —Household ware of other ceramic materials. DIB 67-90556
666.6 —Other ornaments and furnishings of porcelain or other ceramic materials. DIB 67-90557

Pearls and precious and semiprecious stones

667 —Pearls and precious and semiprecious stones. DIB 67-90558
667.1 —Pearls, not set or strung. DIB 67-90559**
667.2 —Diamonds, not set or strung. DIB 67-90560*
667.3 —Other precious and semiprecious stones, not set or strung. DIB 67-90561**
667.4 —Synthetic precious or semiprecious stones, not set or strung. DIB 67-90562**

Pig iron, spiegeleisen, iron and steel powders, and ferroalloys

671.1 —Spiegeleisen. DIB 67-90563
671.2 —Pig iron, including cast iron. DIB 67-90564
671.3 —Iron and steel powders, shot, and sponge. DIB 67-90565
671.31—Shot, angular grit, and wire pellets of iron or steel. DIB 67-90566
671.32—Iron or steel powders. DIB 67-90567
671.33—Sponge iron or steel. DIB 67-90568**
671.4 —Ferromanganese. DIB 67-90569
671.5 —Other ferroalloys. DIB 67-90570

Ingots and other primary forms of iron or steel

672.1 —Puddled bars and pilings, blocks, and similar forms of iron or steel. DIB 67-90571*
672.3 —Ingots of iron or steel. DIB 67-90572*
672.31—Ingots of iron or ordinary steel. DIB 67-90573**
672.32—Ingots of high carbon steel. DIB 67-90574**
672.33—Ingots of alloy steel. DIB 67-90575*
672.5 —Blooms, billets, slabs, and sheet bars of iron or steel. DIB 67-90576
672.51—Blooms, billets, slabs, and sheet bars of iron or ordinary steel. DIB 67-90577*
672.52—Blooms, billets, slabs, and sheet bars of high carbon steel. DIB 67-90578**
672.53—Blooms, billets, slabs, and sheet bars of alloy steel. DIB 67-90579
672.7 —Iron or steel coils for rerolling. DIB 67-90580*
672.71—Coils for rerolling of iron or ordinary steel. DIB 67-90581**
672.72—Coils for rerolling of high carbon steel. DIB 67-90582**
672.73—Coils for rerolling of alloy steel. DIB 67-90583*
672.9 —Blanks for tubes and pipes. DIB 67-90584

Iron and steel bars, rods, angles, shapes, and sections

673.1 —Wire rod of iron or steel. DIB 67-90585
673.11—Wire rod of iron or ordinary steel. DIB 67-90586**
673.12—Wire rod of high carbon steel. DIB 67-90587**
673.13—Wire rod of alloy steel. DIB 67-90588*
673.2 —Bars and rods, except wire rod, of iron or steel. DIB 67-90589
673.21—Bars and rods, except wire rod, of iron or ordinary steel. DIB 67-90590**
673.22—Bars and rods, except wire rod, of high carbon steel. DIB 67-90591**
673.23—Bars and rods, except wire rod, of alloy steel. DIB 67-90592
673.4 —Angles, shapes, and sections, 80 mm. or more, and sheet piling of iron or steel. DIB 67-90593
673.41—Angles, shapes, and sections, 80 mm. or more, and sheet piling of iron or ordinary steel. DIB 67-90594**
673.42—Angles, shapes, and sections, 80 mm. or more, and sheet piling of high carbon steel. DIB 67-90595**
673.43—Angles, shapes, and sections, 80 mm. or more, and sheet piling of alloy steel. DIB 67-90596
673.5 —Angles, shapes, and sections, less than 80 mm., of iron or steel. DIB 67-90597*
673.51—Angles, shapes, and sections, less than 80 mm., of iron or ordinary steel. DIB 67-90598**
673.52—Angles, shapes, and sections, less than 80 mm., of high carbon steel. DIB 67-90599**
673.53—Angles, shapes, and sections, less than 80 mm., of alloy steel. DIB 67-90600*

Universals, plates, and sheets of iron or steel

674 —Universals, plates, and sheets of iron or steel. DIB 67-90601
674.1 —Universals and heavy plates and sheets, more than 4.75 mm. thick, of iron or steel. DIB 67-90602*
674.11—Heavy plates and sheets of iron or ordinary steel. DIB 67-90603**
674.12—Heavy plates and sheets and universals of high carbon steel. DIB 67-90604**
674.13—Heavy plates and sheets and universals of alloy steel. DIB 67-90605*
674.14—Universals of iron or ordinary steel. DIB 67-90606**
674.2 —Medium plates and sheets, 3 mm. to 4.75 mm. thick, of iron or steel. DIB 67-90607**
674.21—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of iron or ordinary steel. DIB 67-90608**
674.22—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of high carbon steel. DIB 67-90609**
674.23—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of alloy steel. DIB 67-90610**
674.3 —Plates and sheets, less than 3 mm. thick, of iron or steel, uncoated. DIB 67-90611*
674.31—Plates and sheets, less than 3 mm. thick, uncoated, of iron or ordinary steel. DIB 67-90612**
674.32—Plates and sheets, less than 3 mm. thick, uncoated, of high carbon steel. DIB 67-90613**
674.33—Plates and sheets, less than 3 mm. thick, uncoated, of alloy steel. DIB 67-90614*
674.7 —Tinned plates and sheets. DIB 67-90615
674.8 —Plates and sheets, less than 3 mm. thick, of iron or steel, coated. DIB 67-90616
674.81—Plates and sheets, less than 3 mm. thick, coated, of iron or ordinary steel. DIB 67-90617**
674.82—Plates and sheets, less than 3 mm. thick, coated, of high carbon steel. DIB 67-90618**
674.83—Plates and sheets, less than 3 mm. thick, coated, of alloy steel. DIB 67-90619**

Hoop and strip of iron or steel

675.0 —Hoop and strip of iron or steel. DIB 67-90620
675.01—Hoop and strip of iron or ordinary steel. DIB 67-90621
675.02—Hoop and strip of high carbon steel. DIB 67-90622**
675.03—Hoop and strip of alloy steel. DIB 67-90623

Rails and railway track construction material of iron or steel

676.1 —Rails of iron or steel. DIB 67-90624
676.2 —Ties and other railway track material of iron or steel. DIB 67-90625

Iron and steel wire, except wire rod

677.0 —Iron and steel wire, except wire rod. DIB 67-90626
677.01—Wire, except wire rod, of iron or ordinary steel. DIB 67-90627**
677.02—Wire, except wire rod, of high carbon steel. DIB 67-90628**
677.03—Wire, except wire rod, of alloy steel. DIB 67-90629

Tubes, pipes, and fittings of iron or steel

678 —Tubes, pipes, and fittings of iron or steel. DIB 67-90630
678.1 —Tubes and pipes of cast iron. DIB 67-90631
678.2, 3, 4—Tubes and pipes of iron (except cast iron) or steel. DIB 67-90632
678.5 —Tube and pipe fittings of iron or steel. DIB 67-90633

Iron and steel castings and forgings, unworked, (n.e.s.)

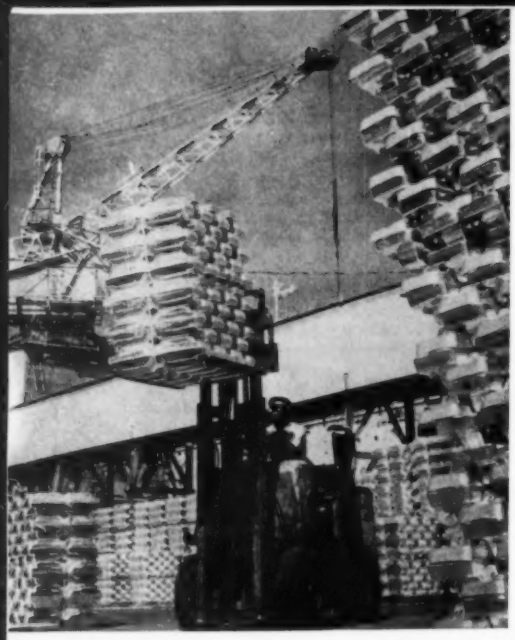
679.1 —Iron castings, rough. DIB 67-90634
679.2 —Steel castings, rough. DIB 67-90635
679.3 —Iron and steel forgings, rough. DIB 67-90636

Silver, platinum, and other metals of the platinum group

681.1 —Silver, unworked or partly worked. DIB 67-90637*
681.11—Silver, unwrought or partly worked, but not rolled. DIB 67-90638*
681.12—Rolled silver, unworked or partly worked. DIB 67-90639*
681.2 —Platinum and other platinum group metals, unworked or partly worked. DIB 67-90640
681.21—Platinum and other platinum group metals, unwrought or partly worked, but not rolled. DIB 67-90641**
681.22—Rolled platinum and other platinum group metals, unworked or partly worked. DIB 67-90642**

Copper

682.1 —Copper and alloys, unwrought. DIB 67-90643
682.11—Blister copper and other unrefined copper. DIB 67-90644*
682.12—Refined copper. DIB 67-90645
682.13—Master alloys of copper. DIB 67-90646*



682.2 —Copper and alloys, worked. DIB 67-90647
682.21—Bars, rods, angles, shapes, sections, and wire of copper. DIB 67-90648
682.22—Plates, sheets, and strip of copper. DIB 67-90649
682.23—Copper foil. DIB 67-90650*
682.24—Copper powders and flakes. DIB 67-90651
682.25—Tubes, pipes, blanks, and hollow bars of copper. DIB 67-90652
682.26—Tube and pipe fittings of copper. DIB 67-90653

Nickel

683.1 —Nickel and alloys, unwrought. DIB 67-90654
683.2 —Nickel and alloys, worked. DIB 67-90655
683.21—Bars, rods, angles, shapes, sections, and wire of nickel. DIB 67-90656*
683.22—Plates, sheets, strip, foil, powders, and flakes of nickel. DIB 67-90657*
683.23—Tubes, pipes, blanks, and their fittings, and hollow bars of nickel. DIB 67-90658*
683.24—Electroplating anodes of nickel. DIB 67-90659*

Aluminum

684.1 —Aluminum and alloys, unwrought. DIB 67-90660*
684.2 —Aluminum and alloys, worked. DIB 67-90661
684.21—Bars, rods, angles, shapes, sections, and wire of aluminum. DIB 67-90662
684.22—Plates, sheets, and strip of aluminum. DIB 67-90663
684.23—Aluminum foil. DIB 67-90664
684.24—Aluminum powders and flakes. DIB 67-90665
684.25—Tubes, pipes, blanks, and hollow bars of aluminum. DIB 67-90666
684.26—Tube and pipe fittings of aluminum. DIB 67-90667*

Lead

685.1 —Lead and alloys, unwrought. DIB 67-90668
685.2 —Lead and alloys, worked. DIB 67-90669
685.21—Bars, rods, angles, shapes, sections, and wire of lead. DIB 67-90670**
685.22—Plates, sheets, and strips of lead. DIB 67-90671**
685.23—Lead foil, powders, and flakes. DIB 67-90672**
685.24—Tubes, pipes, blanks, and their fittings and hollow bars of lead. DIB 67-90673**

Zinc

686.1 —Zinc and alloys, unwrought. DIB 67-90674
686.2 —Zinc and alloys, worked. DIB 67-90675
686.21—Bars, rods, angles, shapes, sections, and wire of zinc. DIB 67-90676**
686.22—Plates, sheets, strip, foil, powders, and flakes of zinc. DIB 67-90677**
686.23—Tubes, pipes, blanks, and their fittings, and hollow bars of zinc. DIB 67-90678**

Tin

687.1 —Tin and alloys, unwrought. DIB 67-90679
687.2 —Tin and alloys, worked. DIB 67-90680
687.21—Bars, rods, angles, shapes, sections, and wire of tin. DIB 67-90681**
687.22—Plates, sheets, and strip of tin. DIB 67-90682**
687.23—Tinfoil, powders, and flakes. DIB 67-90683**
687.24—Tubes, pipes, blanks, and their fittings, and hollow bars of tin. DIB 67-90684**

Uranium and thorium and their alloys

688.0 —Uranium and thorium and their alloys. DIB 67-90685

Miscellaneous nonferrous base metals employed in metallurgy

689.3 —Magnesium and beryllium. DIB 67-90686
689.31—Magnesium, unwrought. DIB 67-90687
689.32—Magnesium, wrought. DIB 67-90688
689.33—Beryllium. DIB 67-90689
689.4 —Tungsten, molybdenum, and tantalum. DIB 67-90690
689.41—Tungsten (wolfram). DIB 67-90691
689.42—Molybdenum. DIB 67-90692
689.43—Tantalum. DIB 67-90693
689.5 —Base metals, (n.e.s.). DIB 67-90694

Finished structural parts and structures, (n.e.s.)

691.1 —Finished structural parts and structures of iron or steel. DIB 67-90695
691.2 —Finished structural parts and structures of aluminum. DIB 67-90696
691.3 —Finished structural parts of zinc. DIB 67-90697*

Metal containers for storage and transport

692.1 —Tanks, vats, and reservoirs for storage. DIB 67-90698
692.11—Tanks, vats, and reservoirs for storage of iron or steel. DIB 67-90699
692.12—Tanks, vats, and reservoirs for storage of copper. DIB 67-90700*
692.13—Tanks, vats, and reservoirs for storage of aluminum. DIB 67-90701*
692.2 —Casks, drums, and similar containers used for transport. DIB 67-90702
692.21—Casks, drums, and similar containers used for transport of iron or steel. DIB 67-90703*
692.22—Casks, drums, and similar containers used for transport of aluminum. DIB 67-90704*
692.3 —Compressed gas cylinders. DIB 67-90705
692.31—Compressed gas cylinders of iron or steel. DIB 67-90706*
692.32—Compressed gas cylinders of aluminum. DIB 67-90707*

Wire products and fencing grills

693.1 —Wire cables and similar articles, not insulated. DIB 67-90708
693.11—Wire cables and similar articles, not insulated, of iron or steel. DIB 67-90709
693.12—Wire cables and similar articles, not insulated, of copper. DIB 67-90710*
693.13—Wire cables and similar articles, not insulated, of aluminum. DIB 67-90711*
693.2 —Wire of iron or steel, for fencing. DIB 67-90712
693.3 —Gauze, netting, and similar articles of wire. DIB 67-90713
693.31—Gauze, netting, and similar articles of iron or steel wire. DIB 67-90714*
693.32—Gauze, netting, and similar articles of copper wire. DIB 67-90715*
693.33—Gauze, netting, and similar articles of aluminum wire. DIB 67-90716*
693.4 —Expanded metal. DIB 67-90717
693.41—Expanded metal, iron or steel. DIB 67-90718**
693.42—Expanded metal, copper. DIB 67-90719**
693.43—Expanded metal, aluminum. DIB 67-90720**

Nails, screws, nuts, rivets, and similar articles

694.1 —Nails, tacks, staples, and spikes. DIB 67-90721
694.11—Nails, tacks, staples, and spikes of iron or steel. DIB 67-90722*
694.12—Nails, tacks, staples, and spikes of copper. DIB 67-90723*
694.2 —Nuts, bolts, screws, rivets, and washers. DIB 67-90724
694.21—Nuts, bolts, screws, rivets, and washers of iron or steel. DIB 67-90725*
694.22—Nuts, bolts, screws, rivets, and washers of copper. DIB 67-90726*

Tools for machines

695.1 —Handtools, mainly for agriculture or forestry. DIB 67-90727
695.2 —Other handtools and tools for machines. DIB 67-90728
695.21—Hand saws and saw blades. DIB 67-90729
695.22—Pliers, metal cutting shears, files, and similar tools. DIB 67-90730
695.23—Handtools, (n.e.s). DIB 67-90731
695.24—Interchangeable tools for hand or machine tools. DIB 67-90732
695.25—Cutting blades for machines. DIB 67-90733
695.26—Tool tips, unmounted, of sintered metal carbides. DIB 67-90734

Cutlery

696.0 —Cutlery. DIB 67-90735
696.01—Knives. DIB 67-90736**
696.02—Knife blades. DIB 67-90737**
696.03—Razors and razor blades. DIB 67-90738*
696.04—Scissors and their blades. DIB 67-90739**
696.05—Other articles of cutlery. DIB 67-90740**
696.06—Spoons, forks, and similar tableware. DIB 67-90741**
696.07—Handles for cutlery of base metal. DIB 67-90742**

Household equipment of base metal

697.1 —Domestic stoves, cookers, ovens, and space heaters. DIB 67-90743
697.11—Domestic stoves, cookers, ovens, and space heaters of iron or steel. DIB 67-90744**

697.12—Domestic stoves, cookers, ovens, and space heaters of copper. DIB 67-90745**
697.2 —Domestic utensils of base metal. DIB 67-90746
697.21—Domestic utensils of iron or steel. DIB 67-90747
697.22—Domestic utensils of copper. DIB 67-90748*
697.23—Domestic utensils of aluminum. DIB 67-90749
697.9 —Other household equipment of base metal. DIB 67-90750
697.91—Steel wool, pot scourers, and polishing pads of iron or steel. DIB 67-90751
697.92—Indoor ornaments of base metal, (n.e.s.). DIB 67-90752**
697.93—Picture frames and mirrors of base metal. DIB 67-90753**

Manufactures of metal, (n.e.s.)

698.1—Locksmiths' wares. DIB 67-90754
698.11—Locks, padlocks, and keys of base metal. DIB 67-90755
698.12—Hinges, catches, and similar base metal fittings and mountings. DIB 67-90756
698.2 —Safes, strongrooms, and strongboxes of base metal. DIB 67-90757
698.3 —Chain and parts of iron or steel. DIB 67-90758
698.4 —Anchors, grapnels, and parts of iron or steel. DIB 67-90759*
698.5 —Pins and needles of iron or steel and base metal fittings. DIB 67-90760
698.51—Needles for hand sewing and similar articles of iron or steel. DIB 67-90761*
698.52—Pins, hairpins, and curling grips of iron or steel. DIB 67-90762**
698.53—Clasps, hooks, buckles, and similar articles of base metal. DIB 67-90763**
698.6 —Springs and leaves for springs of iron, steel, or copper. DIB 67-90764
698.61—Springs and leaves for springs of iron or steel. DIB 67-90765*
698.62—Springs and leaves for springs of copper. DIB 67-90766*
698.8 —Miscellaneous articles of base metal. DIB 67-90767
698.81—Chain and parts of copper. DIB 67-90768*
698.82—Flexible tubing and piping of base metal. DIB 67-90769*
698.83—Beads and spangles of base metal. DIB 67-90770**
698.84—Bells, nonelectric, of base metal. DIB 67-90771**
698.85—Stoppers, crown corks, and similar articles of base metal. DIB 67-90772*
698.86—Name plates and other signs of base metal. DIB 67-90773*
698.87—Soldering and welding rods, and similar products of base metal or metal carbides. DIB 67-90774*
698.9 —Articles of base metals, (n.e.s.). DIB 67-90775
698.91—Articles of iron or steel, except castings and forgings in the rough state, (n.e.s.). DIB 67-90776*
698.92—Articles of copper, (n.e.s.). DIB 67-90777*
698.93—Articles of nickel, (n.e.s.). DIB 67-90778**
698.94—Articles of aluminum, (n.e.s.). DIB 67-90779*
698.95—Articles of magnesium, (n.e.s.). DIB 67-90780**
698.96—Articles of lead, (n.e.s.). DIB 67-90781**
698.97—Articles of zinc, (n.e.s.). DIB 67-90782**
698.98—Articles of tin, (n.e.s.). DIB 67-90783*

7 —MACHINERY AND TRANSPORT EQUIPMENT. DIB 67-90784

Power generating machinery, other than electric

711.1 —Steam generating boilers. DIB 67-90785
711.2 —Boiler house plant. DIB 67-90786
711.3 —Steam engines. DIB 67-90787
711.31—Steam engines incorporating boilers. DIB 67-90788**
711.32—Steam engines not incorporating boilers. DIB 67-90789**
711.4 —Aircraft engines. DIB 67-90790
711.41—Internal combustion engines for aircraft. DIB 67-90791
711.42—Jet and gas turbines for aircraft. DIB 67-90792
711.5 —Internal combustion engines, not for aircraft. DIB 67-90793
711.6 —Gas turbines, not for aircraft. DIB 67-90794
711.7 —Nuclear reactors. DIB 67-90795
711.8 —Engines, (n.e.s.). DIB 67-90796
711.81—Water turbines and other water engines. DIB 67-90797*
711.89—Other engines, (n.e.s.). DIB 67-90798*

Agricultural machinery and implements

712.1 —Agricultural machinery for preparing and cultivating the soil. DIB 67-90799
712.2 —Agricultural machinery for harvesting, threshing, and sorting. DIB 67-90800
712.3 —Milking machines, cream separators, and other dairy equipment. DIB 67-90801
712.31—Cream separators. DIB 67-90802**
712.39—Other dairy machinery. DIB 67-90803**
712.5 —Tractors, other than road tractors. DIB 67-90804
712.9 —Agricultural machinery and appliances, (n.e.s.). DIB 67-90805
712.91—Presses for winemaking and similar machinery. DIB 67-90806*
712.99—Other agricultural machinery. DIB 67-90807*

Office machines

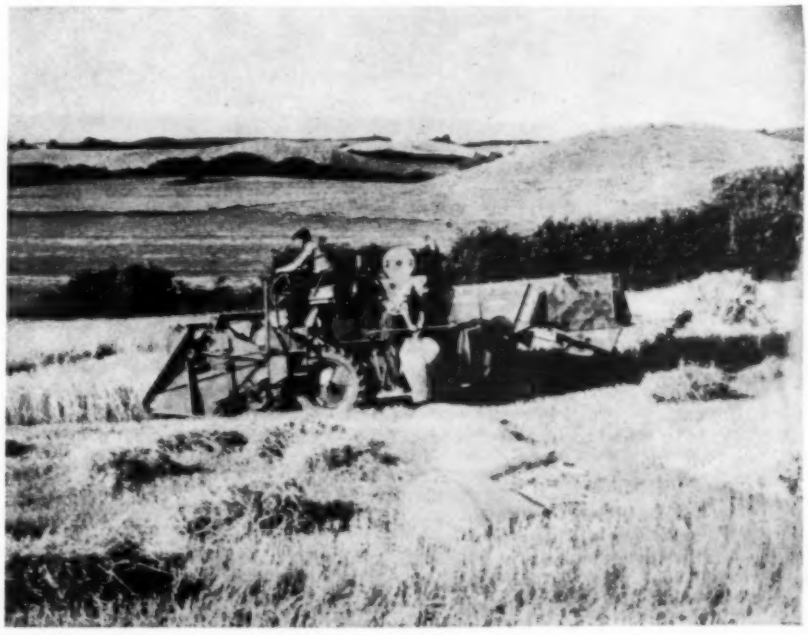
714.1 —Typewriters and checkwriting machines. DIB 67-90808
714.2 —Calculating and accounting machines, electronic computers, and similar machines. DIB 67-90809
714.3 —Statistical machines. DIB 67-90810
714.9 —Office machines, (n.e.s.). DIB 67-90811
714.91—Duplicating, addressing, and similar machines. DIB 67-90812*
714.92—Parts of office machinery, (n.e.s.). 67-90813*

Metalworking machinery

715.1 —Machine tools for working metals. DIB 67-90814
715.2 Other metalworking machinery. DIB 67-90815
715.21—Converters, ladles, ingot molds, and casting machines. DIB 67-90816
715.22—Rolling mills and rolls therefor. DIB 67-90817
715.23—Gas operated welding and cutting appliances. DIB 67-90818

Textile and leather machinery

717.1 —Textile machinery. DIB 67-90819
717.11—Spinning and similar machines. DIB 67-90820*
717.12—Weaving, knitting, and similar machines. DIB 67-90821*
717.13—Machines auxiliary to weaving and similar machines. DIB 67-90822*
717.14—Machinery for manufacturing or finishing felt. DIB 67-90823*
717.15—Textile bleaching, washing, finishing, and similar machinery, except domestic washing machines. DIB 67-90824*
717.2 —Machinery for preparing and tanning hides, skins, or leather. DIB 67-90825
717.3 —Sewing machines. DIB 67-90826



Machines for special industries

718.1 —Papermill and pulpmill machinery, and other machinery for making paper articles. DIB 67-90827

718.11—Machinery for making or finishing cellulosic pulp, paper, or paperboard. DIB 67-90828*

718.12—Paper cutting machines and other machinery for making articles of paper pulp, paper, or paperboard. DIB 67-90829*

718.2 —Printing and bookbinding machinery. DIB 67-90830

718.21—Bookbinding machinery. DIB 67-90831

718.22—Type-making and type-setting machinery. DIB 67-90832

718.29—Other printing machinery, (n.e.s.). DIB 67-90833

718.3 —Food processing machinery, except domestic. DIB 67-90834

718.31—Machinery for milling grain. DIB 67-90835

718.39—Other food processing machinery, except domestic. DIB 67-90836

718.4 —Construction and mining machinery. DIB 67-90837

718.41—Road rollers, mechanically propelled. DIB 67-90838

718.42—Excavating, leveling, boring, and similar machinery. DIB 67-90839

718.5 —Mineral crushing, sorting, molding, and glassworking machinery. DIB 67-90840

718.51—Mineral crushing, sorting, and similar machinery. DIB 67-90841

718.52—Glassworking machinery. DIB 67-90842

Nonelectric machinery and appliances and machine parts, (n.e.s.)

719.1 —Heating and cooling equipment. DIB 67-90843

719.11—Gas generators. DIB 67-90844

719.12—Air-conditioning machines. DIB 67-90845

719.13—Furnace burners and mechanical stokers. DIB 67-90846

719.14—Industrial and laboratory furnaces and ovens, nonelectric. DIB 67-90847

719.15—Refrigerators, except domestic, and other refrigerating equipment. DIB 67-90848

719.19—Other apparatus for treating materials with heat or cold, except for domestic use. DIB 67-90849*

719.2 —Pumps and centrifuges. DIB 67-90850

719.21—Pumps for liquids. DIB 67-90851

719.22—Pumps and compressors for air and gases. DIB 67-90852*

719.23—Centrifuges, except cream separators, and filtering and purifying machinery for liquids and gases. DIB 67-90853*

719.3 —Mechanical handling equipment. DIB 67-90854

719.31—Lifting and loading machinery. DIB 67-90855

719.32—Fork lift and other industrial trucks for moving goods within a plant. DIB 67-90856

719.4 —Domestic appliances, nonelectric. DIB 67-90857

719.41—Domestic food processing appliances, nonelectric. DIB 67-90858*

719.42—Domestic refrigerators, nonelectric. DIB 67-90859

719.43—Domestic water heaters, nonelectric. DIB 67-90860

719.5 —Power tools. DIB 67-90861

719.51—Machine tools for working minerals. DIB 67-90862*

719.52—Machine tools for working wood, plastics, and other hard carving materials. DIB 67-90863

719.53—Motorized handtools, nonelectric. DIB 67-90864

719.54—Parts and accessories of machine tools. DIB 67-90865

719.6 —Other nonelectric machinery. DIB 67-90866

719.61—Calendering and similar rolling machines, (n.e.s.), and their cylinders. DIB 67-90867*

719.62—Bottling and packaging machinery. DIB 67-90868

719.63—Weighing machinery. DIB 67-90869

719.64—Spraying machinery. DIB 67-90870*

719.65—Automatic vending machines. DIB 67-90871*

719.66—Railway track fixtures and fittings. DIB 67-90872*

719.7 —Ball, roller, or needle-roller bearings. DIB 67-90873

719.8 —Machinery and appliances, (n.e.s.). DIB 67-90874

719.9 —Parts and accessories of machinery, (n.e.s.). DIB 67-90875

719.91—Molding boxes for metal foundry and molds, except ingot molds. DIB 67-90876*

719.92—Taps, cocks, valves, and similar appliances, (n.e.s.). DIB 67-90877*

719.93—Transmission shafts and cranks, pulleys and similar machinery. DIB 67-90878*

719.94—Metal-plastic joints. DIB 67-90879*

719.99—Machinery parts, nonelectric, (n.e.s.). DIB 67-90880*

Electric power machinery and switchgear

722.1 —Electric power machinery. DIB 67-90881

722.2 —Switchgear and other electric circuit apparatus. DIB 67-90882

Equipment for distributing electricity

723.1 —Insulated wire and cable. DIB 67-90883
723.2 —Electrical insulating equipment. DIB 67-90884
723.21—Electrical insulators. DIB 67-90885**
723.22—Other insulating fittings for electrical equipment. DIB 67-90886**
723.23—Electrical conduit tubing and joints, of base metal lined with insulating material. DIB 67-90887**

Telecommunications apparatus

724.1 —Television broadcast receivers. DIB 67-90888
724.2 —Radio broadcast receivers. DIB 67-90889
724.9 —Telecommunications equipment, (n.e.s.). DIB 67-90890
724.91—Electrical line telephone and telegraph equipment. DIB 67-90891
724.92—Microphones, loudspeakers, and amplifiers. DIB 67-90892*
724.99—Other telecommunications equipment. DIB 67-90893*

Domestic Electric Equipment

725.0 —Domestic electric equipment. DIB 67-90894
725.01—Domestic refrigerators, electric. DIB 67-90895
725.02—Domestic washing machines, whether or not electric. DIB 67-90896
725.03—Electromechanical domestic appliances, (n.e.s.). DIB 67-90897
725.04—Electric shavers and hair clippers. DIB 67-90898*
725.05—Electric space and water heaters, and similar equipment. DIB 67-90899

Electric apparatus for medical purposes and radiological apparatus

726.1 —Electromedical apparatus. DIB 67-90900
726.2 —X-ray apparatus. DIB 67-90901

Other electric machinery and apparatus

729.1 —Batteries and accumulators. DIB 67-90902
729.11—Primary batteries and cells. DIB 67-90903
729.12—Electric accumulators (storage batteries). DIB 67-90904
729.2 —Electric lamps. DIB 67-90905
729.3 —Electron tubes, photocells, and semiconductors. DIB 67-90906
729.4 —Automotive electric equipment. DIB 67-90907
729.41—Electric starting and ignition equipment for internal combustion engines. DIB 67-90908*
729.42—Electric lighting and similar equipment for vehicles. DIB 67-90909*
729.5 —Electric measuring and controlling instruments. DIB 67-90910
729.51—Electricity supply meters. DIB 67-90911
729.52—Other electric measuring and controlling instruments. DIB 67-90912
729.6 —Electromechanical handtools. DIB 67-90913
729.7 —Electron and proton accelerators. DIB 67-90914*
729.9—Electric machinery and apparatus, (n.e.s.). DIB 67-90915
729.91—Electromagnets, permanent magnets, and electromagnetic appliances. DIB 67-90916*
729.92—Electric furnaces, welding, and cutting apparatus. DIB 67-90917
729.93—Electric traffic control equipment. DIB 67-90918*
729.94—Electric signaling apparatus,(n.e.s.). DIB 67-90919*
729.95—Electrical condensors. DIB 67-90920*
729.96—Electrical carbons. DIB 67-90921*
729.98—Electric parts of machinery and appliances, (n.e.s.). DIB 67-90922*
729.99—Other electric goods and apparatus, (n.e.s.). DIB 67-90923*

Railway vehicles

731.1 —Steam railway locomotives and tenders. DIB 67-90924*
731.2 —Electric railway locomotives, not self-generating. DIB 67-90925
731.3 —Railway locomotives, not steam or electric. DIB 67-90926
731.4 —Self-propelled railway cars. DIB 67-90927
731.5 —Railway passenger cars, not self-propelled. DIB 67-90928
731.6 —Railway freight and maintenance cars, not self-propelled. DIB 67-90929
731.61 —Railway service vehicles. DIB 67-90930
731.62—Railway freight cars. DIB 67-90931
731.63—Road-rail and similar containers. DIB 67-90932*
731.7 —Parts of railway locomotives and rolling stock, (n.e.s.). DIB 67-90933

Road motor vehicles

732.1,6—Passenger cars and chassis with engines mounted. DIB 67-90934
732.2 —Buses. DIB 67-90935
732.3,5—Trucks and tractors for tractor-trailers. DIB 67-90936
732.4 —Special purpose trucks and vans. DIB 67-90937
732.7 —Other chassis with engines mounted. DIB 67-90938**
732.8 —Motor vehicle bodies, chassis, and other parts, except for motorcycles. DIB 67-90939
732.81—Bodies for motor vehicles, except motorcycles. DIB 67-90940**
732.89—Other parts for motor vehicles, except motorcycles. DIB 67-90941**
732.9 —Motorcycles, motorized cycles, and parts. DIB 67-90942
732.91—Motorcycles, autocycles, and sidecars. DIB 67-90943*
732.92—Parts for motorcycles, autocycles, and sidecars. DIB 67-90944*

Road vehicles other than motor vehicles

733 —Road vehicles other than motor vehicles. DIB 67-90945
733.1 —Bicycles and other cycles, and parts. DIB 67-90946
733.11—Bicycles and other cycles. DIB 67-90947
733.12—Parts of bicycles and other cycles. DIB 67-90948
733.3 —Trailers and other vehicles, not motorized, and parts. DIB 67-90949
733.4 —Invalid carriages. DIB 67-90950**

Aircraft

734.1 —Aircraft. DIB 67-90951
734.9 —Airships, balloons, and parts of aircraft, airships, and balloons. DIB 67-90952
734.91—Airships and balloons. DIB 67-90953*
734.92—Parts of aircraft, airships, and balloons. DIB 67-90954

Ships and boats

735.1 —Warships. DIB 67-90955
735.3 —Ships and boats, except warships. DIB 67-90956*
735.8 —Ships and other vessels for breaking up. DIB 67-90957*
735.9 —Ships and boats, (n.e.s.). DIB 67-90958
735.91—Tugs. DIB 67-90959*
735.92—Dredgers and other special purpose vessels. DIB 67-90960*
735.93—Buoys and other floating structures. DIB 67-90961*

8 —MISCELLANEOUS MANUFACTURED ARTICLES. DIB 67-90962

Sanitary, plumbing, heating, and lighting fixtures and fittings

812.1 —Central heating apparatus. DIB 67-90963
812.2 —Sinks, wash basins, and other sanitary and plumbing fixtures of ceramic materials. DIB 67-90964
812.3 —Sinks, wash basins, and other sanitary and plumbing fixtures of iron or steel. DIB 67-90965
812.4 —Lighting fixtures, lamps, and lanterns. DIB 67-90966
812.41—Illuminating and signaling glassware. DIB 67-90967
812.42—Lamps, lighting fittings, and parts of base metal. DIB 67-90968
812.43—Flashlights and other portable lamps. DIB 67-90969

Furniture

821.0 —Furniture. DIB 67-90970
821.01—Chairs and parts. DIB 67-90971**
821.02—Medical and similar furniture and parts. DIB 67-90972*
821.03—Mattresses and similar stuffed furnishings. DIB 67-90973*
821.09—Furniture and parts, (n.e.s.). DIB 67-90974**

Travel goods, handbags, and similar articles

831.0 —Travel goods, handbags, and similar articles. DIB 67-90975

Clothing, except fur clothing

841 —Clothing, except fur clothing. DIB 67-90976
841.1 —Clothing, not knitted or crocheted. DIB 67-90977
841.11—Men's and boys' outer garments, not knitted or crocheted. DIB 67-90978
841.12—Women's, girls', and infants' outer garments, not knitted or crocheted. DIB 67-90979
841.13—Men's and boys' under garments, not knitted or crocheted. DIB 67-90980
841.14—Women's, girls', and infants' under garments, not knitted or crocheted. DIB 67-90981
841.2 —Clothing accessories, not knitted or crocheted. DIB 67-90982
841.21—Handkerchiefs. DIB 67-90983
841.22—Shawls, scarves, and similar accessories, not knitted or crocheted. DIB 67-90984**
841.23—Ties, bow ties, and cravats. DIB 67-90985**
841.24—Collars and similar accessories and trimmings. DIB 67-90986**
841.25—Corsets, suspenders, and similar articles, including knitted or crocheted. DIB 67-90987
841.26—Gloves, stockings, and socks, not knitted or crocheted. DIB 67-90988

* U.S. export data are not shown for some years on this tabulation because our statistics could not be matched exactly to the commodity classification used, i.e. the Standard International Trade Classification, Revised (SITC) of the United Nations.

** U.S. export data are not shown on this tabulation.

841.29—Other clothing accessories, (n.e.s). DIB 67-90989*
841.3 —Leather clothing and accessories. DIB 67-90990
841.4 —Clothing and accesories, knitted or crocheted. DIB 67-90991
841.41—Gloves, knitted or crocheted, not elastic or rubberized. DIB 67-90992*
841.42—Stockings and socks, knitted or crocheted, not elastic or rubberized. DIB 67-90993
841.43—Under garments, knitted or crocheted, not elastic or rubberized. DIB 67-90994
841.44—Outer garments, knitted or crocheted, not elastic or rubberized. DIB 67-90995
841.45—Knitted or crocheted fabric, elastic or rubberized. DIB 67-90996*
841.5 —Headgear. DIB 67-90997
841.51—Headgear of felt. DIB 67-90998**
841.52—Headgear, plaited. DIB 67-90999**
841.53—Headgear, knitted, crocheted, or of textile fabric, except felt. DIB 67-91000**
841.54—Headbands, linings, and other parts of headgear. DIB 67-91001*
841.59—Other headgear. DIB 67-91002**
841.6 —Rubber clothing and accessories. DIB 67-91003

Fur clothing

842.0 —Fur clothing. DIB 67-91004
842.01—Articles of furskins. DIB 67-91005
842.02—Artificial fur and articles. DIB 67-91006*

Footwear

851.0 —Footwear. DIB 67-91007
851.01—Footwear, rubber or plastic. DIB 67-91008**
851.02—Footwear with soles of leather, rubber, or plastic. DIB 67-91009**
851.03—Footwear with soles of wood or cork. DIB 67-91010**
851.04—Footwear with soles of other materials. DIB 67-91011**
851.05—Gaiters, spats, leggings, and similar articles. DIB 67-91012**

Scientific, medical, optical, measuring, and controlling instruments and apparatus

861.1 —Optical elements. DIB 67-91013
861.11—Optical elements, unmounted. DIB 67-91014*
861.12—Optical elements, mounted. DIB 67-91015*
861.2 —Spectacles and frames. DIB 67-91016
861.21—Frames and parts for spectacles. DIB 67-91017**
861.22—Spectacles and similar articles. DIB 67-91018**
861.3 —Binoculars, microscopes, and other optical instruments. DIB 67-91019
861.31—Binoculars and refracting telescopes, (n.e.s.). DIB 67-91020
861.32—Astronomical instruments and their mountings. DIB 67-91021**
861.33—Microscopes and diffraction apparatus, electron and proton. DIB 67-91022*
861.34—Compound optical microscopes. DIB 67-91023*
861.39—Optical appliances and instruments, (n.e.s.). DIB 67-91024*
861.4 —Photographic cameras other than motion-picture; flashlight apparatus. DIB 67-91025
861.5 —Motion-picture cameras, projectors, and sound recorders. DIB 67-91026
861.6 —Photographic and motion-picture apparatus, (n.e.s.). DIB 67-91027
861.61—Image projectors, enlargers, and reducers, except motion-picture. DIB 67-91028
861.69—Photographic equipment, (n.e.s). DIB 67-91029
861.7 —Medical instruments. DIB 67-91030
861.71—Medical instruments and appliances, except electromedical. DIB 67-91031
861.72—Mechanotherapy appliances and similar apparatus. DIB 67-91032*
861.8 —Meters and counters, nonelectric. DIB 67-91033
861.81—Gas or liquid supply meters. DIB 67-91034
861.82—Revolution, production, and similar counting devices. DIB 67-91035*
861.9 —Measuring, controlling, and scientific instruments. DIB 67-91036
861.91—Surveying and similar instruments. DIB 67-91037*
861.92—Balances. DIB 67-91038*
861.93—Drawing, measuring, calculating, and similar instruments. DIB 67-91039*
861.94—Technical models for demonstration. DIB 67-91040*
861.95—Mechanical appliances for testing physical properties of industrial materials. DIB 67-91041*
861.96—Hydrometers, thermometers, and similar instruments. DIB 67-91042*
861.97—Instruments for measuring or controlling the flow, depth, pressure, etc. of liquids or gases. DIB 67-91043*
861.98—Instruments, except mechanical, for physical or chemical analysis. DIB 67-91044*
861.99—Parts and accessories of measuring, controlling, and scientific instruments. DIB 67-91045*

Photographic and motion-picture supplies

862.3 —Chemical products and flashlight materials used in photography, for retail. DIB 67-91046*
862.4 —Photographic film, plates, and paper, and developed film other than motion-picture. DIB 67-91047
862.41—Photographic plates and film in the flat, sensitized, unexposed, except of paper, paperboard, or cloth. DIB 67-91048
862.42—Film in rolls, sensitized, unexposed. DIB 67-91049*
862.43—Paper, paperboard, and cloth, sensitized, not developed. DIB 67-91050
862.44—Sensitized plates and film, exposed, not developed. DIB 67-91051*
862.45—Plates and film, except motion-picture, exposed and developed. DIB 67-91052**

Developed motion-picture film

863.0 —Motion-picture film, developed. DIB 67-91053
863.01—Sound track, developed. DIB 67-91054**
863.09—Other motion-picture film, developed. DIB 67-91055**

Watches and clocks

864.1 —Watches, watch movements, and cases. DIB 67-91056
864.11—Wrist watches and other watches. DIB 67-91057*
864.12—Clocks with watch movements. DIB 67-91058**
864.13—Watch movements, assembled. DIB 67-91059**
864.14—Watch cases and parts. DIB 67-91060*
864.2 —Clocks, clock movements, and parts. DIB 67-91061
864.21—Instrument panel clocks. DIB 67-91062**
864.22—Clocks, (n.e.s). DIB 67-91063**
864.23—Timeclocks. DIB 67-91064**
864.24—Time switches with clock movement. DIB 67-91065**
864.25—Clock movements, assembled. DIB 67-91066**
864.26—Clock cases and parts. DIB 67-91067**
864.29—Clock and watch parts, (n.e.s). DIB 67-91068**

Musical instruments, sound recorders and reproducers, and parts

891.1 —Phonographs, tape recorders, and other sound recorders and reproducers, and parts. DIB 67-91069
891.11—Phonogaphs, tape recorders, and other sound recorders and reproducers. DIB 67-91070*
891.12—Parts of phonographs, tape recorders, or other sound recorders or reproducers. DIB 67-91071*
891.2 —Phonograph records, and other sound recordings and recording media. DIB 67-91072
891.4 —Pianos and other string musical instruments. DIB 67-91073
891.41—Pianos, other keyboard string instruments, and harps. DIB 67-91074*
891.42—Other string musical instruments. DIB 67-91075**
891.43—Musical instrument strings. DIB 67-91076**
891.8 —Musical instruments, (n.e.s). DIB 67-91077
891.81—Pipe and reed organs. DIB 67-91078**
891.82—Accordions, concertinas, and mouth organs. DIB 67-91079**
891.83—Other wind musical instruments. DIB 67-91080**
891.84—Percussion musical instruments. DIB 67-91081**
891.85—Electrical musical instruments. DIB 67-91082**
891.89—Other musical instruments, (n.e.s.). DIB 67-91083**
891.9 —Parts and accessories of musical instruments. DIB 67-91084*

Printed matter

892.1 —Books, pamphlets, and maps, printed. DIB 67-91085
892.11—Printed books and pamphlets. DIB 67-91086**
892.12—Children's picture and painting books. DIB 67-91087**
892.13—Maps and hydrographic charts. DIB 67-91088
892.2 —Newspapers and periodicals. DIB 67-91089
892.3 —Music, printed or in manuscript. DIB 67-91090
892.4 —Picture postcards, picture greeting cards, and transfers, printed. DIB 67-91091*
892.41—Transfers. DIB 67-91092*
892.42—Picture postcards and picture greeting cards, printed. DIB 67-91093*
892.9 —Printed matter, (n.e.s.). DIB 67-91094
892.91—Paper or paperboard labels. DIB 67-91095*
892.92—Plans and drawings for industrial or commercial purposes, not printed. DIB 67-91096**

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** U.S. export data are not shown on this tabulation.

892.93—Unissued stamps, banknotes, and similar documents. DIB 67-91097**
892.94—Calendars of paper. DIB 67-91098*
892.99—Other printed matter, including printed pictures and photographs. DIB 67-91099**

Articles of plastic materials

893.0 —Articles of plastic materials. DIB 67-91100

Perambulators, toys, games, and sporting goods

894.1 —Baby and invalid carriages, not motorized or self-propelled. DIB 67-91101*
894.2 —Children's toys and indoor games. DIB 67-91102
894.21—Wheeled toys and doll carriages. DIB 67-91103*
894.22—Dolls. DIB 67-91104*
894.23—Toys, (n.e.s.). DIB 67-91105*
894.24—Equipment for indoor games. DIB 67-91106*
894.25—Christmas decorations. DIB 67-91107*
894.3 —Nonmilitary arms. DIB 67-91108
894.31—Firearms, except military weapons, revolvers, and pistols. DIB 67-91109**
894.32—Other nonmilitary arms. DIB 67-91110**
894.33—Parts of nonmilitary arms. DIB 67-91111**
894.4 —Other sporting goods. DIB 67-91112
894.41—Fishing and hunting equipment. DIB 67-91113
894.42—Other requisites for outdoor sports. DIB 67-91114
894.5 —Fairground amusements. DIB 67-91115*

Office and stationery supplies, (n.e.s.)

895.1 —Office and stationery supplies of base metal. DIB 67-91116
895.11—Filing cabinets and similar office equipment, except furniture of base metal. DIB 67-91117
895.12—Fittings for files, paper-clips, and similar stationery goods of base metal. DIB 67-91118*
895.2 —Pens, pencils, and fountain pens. DIB 67-91119
895.21—Fountain pens, propelling pencils, penholders, and parts. DIB 67-91120
895.22—Pen nibs and nib points. DIB 67-91121
895.23—Pencils, crayons, drawing charcoals, and chalk. DIB 67-91122
895.9 —Other office and stationery supplies. DIB 67-91123
895.91—Inks, other than printing. DIB 67-91124
895.92—Slates for writing. DIB 67-91125**
895.93—Date, sealing, and similar stamps, hand-operated. DIB 67-91126*
895.94—Typewriter and similar ribbons and ink pads. DIB 67-91127
895.95—Sealing wax and copying pastes. DIB 67-91128**

Works of art, collectors' pieces, and antiques

896.0 —Works of art and antiques. DIB 67-91129
896.01—Paintings, drawings, and pastels, executed by hand, other than commercial. DIB 67-91130**
896.02—Original engravings, prints, and lithographs. DIB 67-91131**
896.03—Original sculptures and statuary. DIB 67-91132**
896.04—Postage and similar stamps of philatelic interest. DIB 67-91133**
896.05—Naturalists' collections and collectors' pieces of numismatic and other interests. DIB 67-91134**
896.06—Antiques, (n.e.s.). DIB 67-91135**

Jewelry and goldsmiths' and silversmiths' wares

897.1 —Gold, silver, and platinum jewelry; goldsmiths' and silversmiths' wares. DIB 67-91136
897.11—Jewelry of precious metal. DIB 67-91137
897.12—Goldsmiths' or silversmiths' wares of precious metal. DIB 67-91138*
897.13—Laboratory and industrial articles of precious metal. DIB 67-91139**
897.14—Articles incorporating pearls, precious or semiprecious stones. DIB 67-91140*
897.2 —Imitation jewelry. DIB 67-91141

Manufactured articles, (n.e.s.)

899.1 —Articles and manufactures of carving or molding material. DIB 67-91142*
899.11—Worked tortoise shell and articles. DIB 67-91143**
899.12—Worked mother-of-pearl and articles. DIB 67-91144**
899.13—Worked ivory and articles. DIB 67-91145**
899.14—Worked bone and articles. DIB 67-91146**
899.15—Other worked animal carving material and articles. DIB 67-91147**
899.16—Worked vegetable carving material and articles. DIB 67-91148**
899.17—Worked jet, amber, meerschaum, and articles. DIB 67-91149**
899.18—Molded or carved articles of wax, natural gums and resins, and similar materials. DIB 67-91150**
899.2 —Basketwork and other articles of plaiting materials; brooms and brushes. DIB 67-91151
899.21—Plaits and similar products. DIB 67-91152**
899.22—Basketwork, wickerwork, and other articles of plaiting materials, (n.e.s.). DIB 67-91153**
899.23—Brooms and brushes of vegetable materials, not mounted. DIB 67-91154**
899.24—Other brooms, brushes, mops, paint rollers, and similar articles. DIB 67-91155**
899.25—Prepared knots and tufts for broom- or brushmaking. DIB 67-91156**
899.26—Feather dusters. DIB 67-91157**
899.27—Hand sieves and riddles. DIB 67-91158*
899.3 —Candles, matches, combustible products, and smokers' requisites. DIB 67-91159
899.31—Candles, tapers, and similar products. DIB 67-91160*
899.32—Matches. DIB 67-91161
899.33—Combustible preparations and products, (n.e.s.). DIB 67-91162*
899.34—Mechanical lighters and parts, except flints and wicks. DIB 67-91163*
899.35—Smoking pipes, cigarette holders, and parts. DIB 67-91164
899.4 —Umbrellas, parasols, and similar articles. DIB 67-91165
899.41—Umbrellas and parasols. DIB 67-91166**
899.42—Canes, riding crops, and similar articles. DIB 67-91167**
899.43—Parts of umbrellas, canes, and similar articles. DIB 67-91168**

899.5 —Small ware and toilet articles. DIB 67-91169
899.51—Powder puffs and pads. DIB 67-91170*
899.52—Buttons, button molds, and similar articles. DIB 67-91171*
899.53—Slide fasteners and parts. DIB 67-91172*
899.54—Combs and similar articles. DIB 67-91173*
899.55—Corset stays and similar supports for apparel. DIB 67-91174*
899.56—Scent and similar sprays for toilet purposes. DIB 67-91175*
899.57—Tailors' dummies and animated displays for window dressing. DIB 67-91176*
899.6 —Orthopedic and prosthetic appliances, and hearing aids. DIB 67-91177
899.61—Hearing aids. DIB 67-91178
899.62—Orthopedic and prosthetic appliances. DIB 67-91179
899.9 —Other manufactured articles. DIB 67-91180
899.91—Articles made from gut and similar materials. DIB 67-91181*
899.92—Prepared feathers, down, and articles. DIB 67-91182*
899.93—Artificial flowers and fruit. DIB 67-91183
899.94—Human hair and other hair for wigs. DIB 67-91184*
899.95—Wigs, switches, and similar articles. DIB 67-91185*
899.96—Fans, nonmechanical, and parts. DIB 67-91186*
899.97—Vacuum bottles, except glass liners. DIB 67-91187
899.98—Parachutes. DIB 67-91188
899.99—Catapults and similar aircraft launching gear, etc. DIB 67-91189

AT SHANNON INDUSTRIAL ESTATE, Mission visited an electronics plant.

IRELAND'S AGRICULTURE supports an important industry, food processing.

U.S. Mission sees Ireland, Portugal as sales targets

In Ireland:

- Industrial development surges
- Shannon free port offers incentives
- Machinery needed for modernization

In Portugal:

- Strong interest in joint ventures
- Consumer demands increasing
- Tourism expanding

Ireland and Portugal are moving from rural to industrial economies, and the transition is sparking improved opportunities for U.S. business in both countries.

This is the conclusion of a U.S. Trade Mission that returned a few weeks ago from a month's visit there—the first such mission to be sent by the Commerce Department to either of the two countries.

Ireland has been undergoing a vigorous economic expansion which offers not only a ready market for U.S. exports, but a promising outlook for the long trem. At the threshold of the British market, the Mission points out, Ireland is well situated for exporting a variety of manufactured goods and the Irish Government offers incentives for the establishment of new industry. Only a few products are subject to import controls.

Portugal, as a member of the European Free Trade Association, has ready access to a large European market. As the country's agriculture and industry modernize and expand, an improved standard of living brings increasing demand for goods and services. Most imports are liberalized.

Bring back 300 leads

The seven-man Trade Mission, two from Commerce and five from private industry, visited Dublin, Cork, Donegal, Limerick and Shannon in Ireland, and Lisbon and Oporto in Portugal. They carried almost 200 specific business proposals from U.S. companies, and brought back about 300 opportunities for doing business in the two countries. These opportunities for export,

import, and investment were published in the December 19 issue of INTERNATIONAL COMMERCE.

In Ireland, the Mission was received by President de Valera, and by former Prime Minister Lemass, the Lord Mayors of Dublin, Cork and Limerick, and the Minister for Industry and Commerce. The group met with the Industrial Development Authority, the Irish Export Board, the Marketing Institute, and chambers of commerce and trade associations.

Members toured the Guiness Brewery in Dublin, Crock of Gold, Ltd., Co. Dublin, Sunbeam Wolsey, Ltd., in Cork; and the Shannon Industrial Estate.

In Portugal, the Mission was received by the Minister of Foreign Affairs, the Minister of Economy, and the Secretaries of State for Commerce and Industry. Among various plant visits, members toured a large farm, an olive oil refinery, and a pottery works near Lisbon, and a die casting plant and a winery at Oporto.

Specialists serve

The U.S. Trade Mission to Ireland and Portugal was headed by George T. Elliman, Director of the International Liaison Staff of the Commerce Department's Business and Defense Services Administration. Before his present assignment, Elliman was Commercial Attache at the U.S. Embassy in Rome. Samuel Cerrato, of the Department's Commercial Intelligence Division, served as Trade Development Officer for the Mission.

Businessmen members were: Wallace E. Carroll, president, American Gage & Machine Co., Chicago, Ill.; Redington Fiske, a consultant on economic and financial matters, of New Canaan, Conn. (formerly vice president and director of Thomas Ashwell, Inc., publisher of Exporters Encyclopedia and Export Trade); E. C. Fogg III, president, Farm Stores, Miami, Fla.; Daniel Rosenbaum, president, Sugar Rose Canning Co., Tampa, Fla.; and Charles E. Snell, president, Charles E. Snell & Associates, Portland, Ore.

Snell had earlier served on a U.S. Trade Mission to Switzerland and Austria, and in 1965 on a similar one to Iraq, Kuwait, and Lebanon. Carroll also has served on two U.S. Trade Missions—to India and to the United Arab Rebublic. Rosenbaum was a member of such a Mission to Spain in 1964.

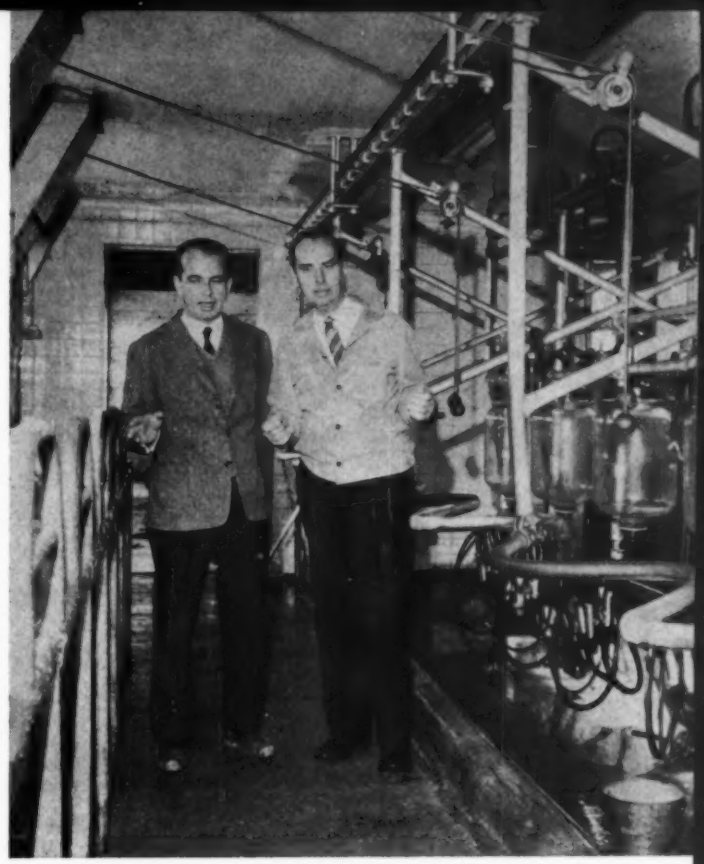
Conferences scheduled

The Mission's terminal conference, to be attended by all the members and open to the U.S. business community, is scheduled to be held in Boston on Jan. 18 at the State Street Bank & Trust Co. Other conferences, attended by individual Mission members, are planned for U.S. businessmen across the country. The first took place Jan. 10 in San Francisco.

Others are arranged as follows: Jan. 17, Philadelphia and York, Pa.; Jan. 19, Atlanta; Jan. 25, Chicago; Jan. 26 and 27, St. Louis; and Feb. 2, Los Angeles. U.S. businessmen may wish to check with Commerce Department Field Offices to determine which mission members will be in the various locations, and also where the conferences are being held.

Additional meetings, as scheduled, will be listed in the Calendar for International Traders which appears on the inside back cover of INTERNATIONAL COMMERCE each week.

Reports by the Mission Director and the Trade Development Officer, and the observations and conclusions of each of the business members, are presented on the following pages.



LARGE DAIRY FARM near Lisbon was visited by several Mission members.

PORTUGAL has no domestic auto. Below, cars at Ford plant near Azambuja.

GEORGE ELLIMAN, Mission Director (l.), and Mission member Snell (r.) chat with President de Valera.

MISSION REPORT: THE MARKET

Group sees Ireland diversifying from rural to industrial activity; must modernize to be competitive

Consumer demand increases as standard of living rises; new machinery needed; Government spurs outside investment

By GEORGE T. ELLIMAN
Mission Director

Ireland has two faces. The one the visitor first sees is handsome and smiling with a carefree expression that looks at the world as a thing of beauty to be flavored and enjoyed. The outside world and its problems are of little concern so long as a man has a bit of land, a few cattle and a roof over his head.

The other face of Ireland is quite different. Still handsome and smiling, the expression is one of determination and vigor. Its eyes have the alert look that seems to be seeking new horizons and opportunities, in a world that reaches far beyond the shores of the little island.

Both of these faces exist alongside each other in Ireland today, but in the not-too-distant future one face will turn toward the outside world as the progressive forces that sweep away the old order emerge. The demands of the outside world are making themselves felt and Ireland must meet the challenge.

The Republic of Ireland, consisting of 26 counties out of a total of 32 for the whole island, contains less than three million people who inhabit 27,000 square miles. Between a quarter and a third of the population live in the two principal cities—Dublin, the capital, and Cork in the South. Ireland's economy is based on agriculture, chiefly livestock for which England is its principal customer.

Industrial development, however, is becoming more and more prominent as the Government seeks to attract outside investment by offering generous incentives to establishing industries in its country—particularly those producing largely for export from Ireland.

The main inducement for locating in Ireland is that it is at the threshold of Great Britain with its market of 55 million to which there is duty-free access from a base where labor is plentiful and relatively low in cost.

In the meantime, Ireland has many sales possibilities for U.S. business. It must modernize existing industries to become competitive with the outside world. New machinery is needed for new industries. As new workers join the labor force, the standard of living goes up and new customers for consumer goods emerge. Television has been a potent factor in opening Irish eyes to the amenities enjoyed by people like themselves in America, Europe and Great Britain. Today, many people are putting away more money in order to buy labor-saving devices or new furniture for the home.

Import duties in Ireland, although relatively higher than in other countries, are being reduced in some categories to promote increased competitiveness in Irish industry, thus preparing it for eventual membership in the Common Market. Much interest was expressed in U.S. goods, particularly items of superior quality and performance. Although Ireland's economy is in many ways linked to that of Great Britain, interest was indicated in alternate sources of supply.

The Mission firmly believes that Ireland would like to increase its trade with the United States. This conviction was borne out by discussions at the highest Government level, and with cabinet ministers, various Government agencies responsible for economic development, prominent business leaders and small entrepreneurs. All expressed keen interest in what the U.S. business community has to offer. There is no doubt that if the Mission had brought order books, several million dollars worth of business could have been transacted.

The Mission hopes that enough momentum has been generated by its visit to establish a continuing and ever-growing trade relationship between Ireland and the United States.

DUBLIN IS THE CAPITAL of a forward-looking Ireland in which industrial modernization is helping to provide jobs, increase wages and stem emigration.

MISSION REPORT: GENERAL MACHINERY

Ireland's industrial modernization calls for new plant and equipment

Five-year plans begun in 1959 were aimed at increasing manufacturing, for both internal consumption and export

By W. E. CARROLL
American Gage & Machine Co., Chicago, Ill.

Industrial modernization in Ireland calls for a variety of plant and equipment.

When accord was reached in 1921 with England, under whose dominance it had been since the Anglo-Norman conquest in 1170, Ireland's eyes turned outward toward England, Europe and the United States to develop new friendships and trade opportunities.

The First Programme for Economic Expansion was undertaken in 1959 to decrease Ireland's dependence on agriculture and to encourage creating more wealth, to provide jobs and cut emigration, to provide more industrial self-sufficiency and to retain more wealth at home by increasing exports and thus decreasing its unfavorable balance of trade with other countries.

Look toward future

True, a certain amount of industry necessary for maintaining the national railway, roads, power and light and other public utilities existed; but generally speaking, Ireland's metalworking manufacturing capability was minimal. Yet, it did provide some basis upon which manufacturing could grow, even though facilities were greatly out-dated.

As the older leaders passed from the scene, younger leaders looked to the future and realized that modern manufacturing must be an important part of Ireland's economy in order to catch up and keep pace with the modern world, thus providing jobs and stemming emigration to other countries. In the United States, an estimated 30 to 40 million citizens claim Irish heritage.

These younger leaders visualized Ireland as the gateway to the markets of the United Kingdom where no customs duty is imposed on Irish goods, and eventually to the European Common Market where Irish farm products will have a price advantage and command even higher prices that at present—thus increasing national income and providing purchasing power for more Irish manufactured goods internally.

With rare vision, they also saw Ireland as a mass distribution point to Europe, with ships disgorging their cargoes in Irish ports, and huge cargo planes likewise delivering goods in bulk to Irish warehouses for distribution to individual European countries and customers as required.

With both sea and air ports growing in importance, these men foresaw the attraction for U.S. and European branch

TEXTILE INDUSTRY flourishes due to worldwide popularity of Irish tweeds and linens. More labor-saving machinery will be needed as market expands.

factories, with also an eye to Great Britain and the European Common Market. Even now, the Shannon industrial complex—modern, convenient and attractive as any in the United States—lists 12 U.S. companies out of the 29 foreign manufacturers who have located there in the past few years. As a result of tax incentives, capital grants and an abundance of good labor, English-speaking and readily trainable, many of these companies have expanded several times and they are in a position to offer the benefit of their experience to other companies investigating this port as a location for branch plants.

Tax, capital grants and personnel inducements are also available in all parts of Ireland, where almost 50 U.S. companies, large, medium and small, not to mention an even greater number of other foreign companies, already have located in anticipation of large markets in the offing—spurred on by the incentives and opportunities which Ireland offers to foreign investors.

Five-year plans

All this is part of the five-year plans instituted in Ireland in 1959, the First Plan running ahead of anticipated goals. The Second Plan, running from 1965 to 1970, has a goal of 50% real growth over the 1960 level, which might be on the optimistic side. These plans include better agriculture methods, equipment and fertilizers, expanded tourism, and increased manufacturing to develop wealth internally and attract foreign exchange and capital investments to Ireland.

Usually no duties are imposed on Irish goods shipped into the United Kingdom. There is a duty on goods imported from the U.K. into Ireland, but at a declining rate of protective tariff each year. Ireland feels that when completely free trade is reached under the Anglo-Irish Free Trade Area Agreement, it will be ready to stand on its own feet, which in itself will make it as competitive as the U.K. in the Common Market.

Machinery market

Ireland has no machine tool industry and limited metalworking machinery. It does have considerable gray iron and nonferrous foundry capacity, with many shops offering machining and assembly services. Equipment in some of the older shops is antiquated; thus a ready market exists for new machinery.

The new shops are modern in every respect, and seem to be earning a satisfactory return on investment, judging from the comments of management interviewed.

There seems to be a ready market for all types of metalworking equipment, lighting equipment, shop fixtures and furnishings, and materials handling equipment, as modernization means entirely new plant layouts. Mining also offers a market for U.S. equipment manufacturers who provide good repair service. Several new copper, lead and zinc mines are opening up, providing significant values in gold and silver as by-products.

Weaving equipment also is old in many shops. At present, however, perhaps this might be a national asset, as "hand-

WALLACE CARROLL (l.), author of this article, and Mission member Rosenbaum visit an Irish factory.

woven" tweeds and woolens seem to have great appeal and the older the equipment, the more hand work involved. Eventually, however, the inevitable rising costs of labor will necessitate more labor-saving textile machinery and this market should be a growing one as time goes on.

This market will not come to the United States unsolicited, however. Companies do not readily drop methods and machinery with which they have gotten along so far. The penetration of new factories at such industrial complexes as that at Shannon, however, will offer increased competition and also open the eyes of alert Irish manufacturers, which will make them receptive to new equipment.

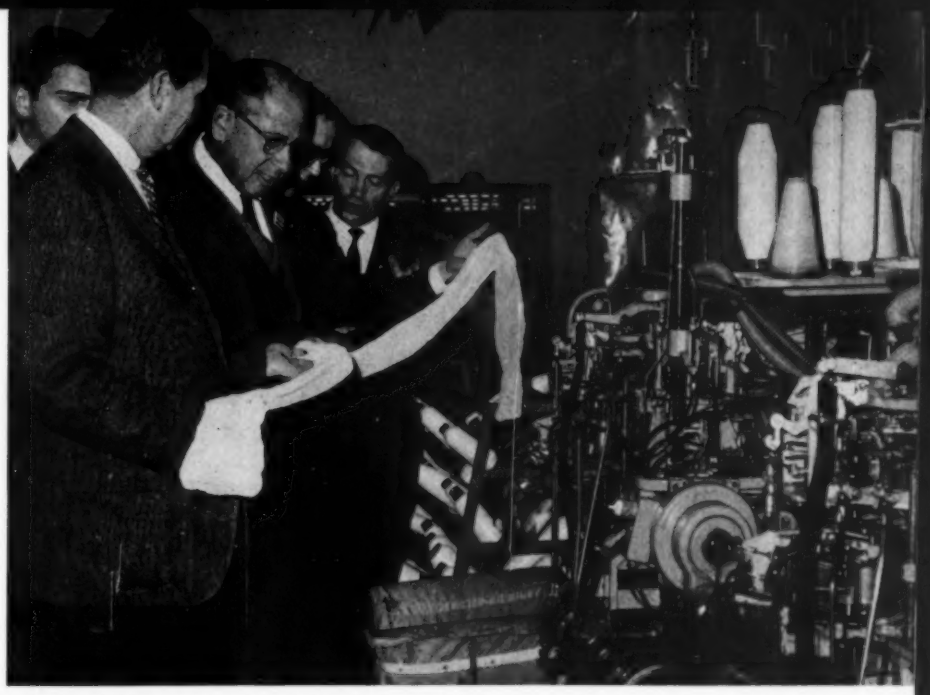
As mentioned, some modern machine tools are interspersed with machines more than 50 years old, so the break-through has started. U.S. machinery and metal-working companies, if they want orders for new equipment, must establish their sales representation in Ireland now. Already, the preponderance of new equipment observed is of European make, in spite of the predisposition of the Irish for American equipment because of the U.S. reputation for service where parts are often shipped within 24 hours of receipt of order.

Ownership of new equipment will not achieve the production goals alone, however; new facilities must be operated by people with skill. Recognizing this, the Irish Government provides generous grants for training of workers. Know-how, another important ingredient for industrial success, also is fully appreciated, and many business proposals from Irish businessmen welcomed joint venture or licensing arrangements to increase the flow of technical data into Ireland.

Modernization of the factory also calls for modernization of the office. The present shortage of accountants is being remedied by increased teaching in this field, and in the teaching of shop and higher levels of management, methods and tooling. A market therefore exists in office machinery and ancillary equipment.

To import, Ireland has to export, as does any country. The predisposition of the Irish for the United States, and the 30 to 40 million Americans of Irish extraction, paves the way for extensive two-way trade.

In reviewing the many business proposals and discussions with Irish manufacturers, businessmen and industrialists, one is struck with the sincerity, dedication, and willingness to invest long hours of work, worry, capital risks, and honest dealings as necessary ingredients of progress. In Ireland these ingredients are present to an extraordinary degree.



DANIEL ROSENBAUM (c.), author of this report, and Mission members inspect goods at textile mill.

MISSION REPORT: SHANNON INDUSTRIAL ESTATE

U.S. businesses are discovering benefits of locating factories in Irish free port complex

Of 29 firms operating at Shannon, 12 are of U.S. origin; tax exemptions, grants for initial outlays, proximity to U.K., Continental markets are among advantages

By DANIEL ROSENBAUM
Sugar Rose Canning Co., Tampa, Fla.

Ireland, which has defended itself many times from invaders, usually unsuccessfully, during the centuries of its turbulent history, is now eagerly cooperating with a twentieth-century invader and welcoming him with open arms. Foreign businesses have discovered the many advantages of establishing branches in Ireland for manufacturing or assembling their products, and have come to the country not in dozens but in hundreds.

Nowhere in Ireland is the advantage of cooperation between business and government more apparent than at the industrial estate established by the Government at the Shannon International Airport—a free port for entry, manufacturing, and processing of goods.

When the Republic of Ireland was established in 1922, the emphasis of the economy was on agriculture, and it remained for 35 years. After 1958, the emphasis shifted and there arose a deliberate attempt to try to develop the industrial section of the economy.

The Shannon Airport was a perfect location for the initial attempt, situated as it is on the western coast of Ireland, the first stop of planes from America. The Shannon men say, "The next parish west is in the United States", but it is also true that only a few miles to the

Market profile—Ireland

Area: 27,000 square miles.

Population: 2,872,000 (est. 1966). Downward trend in population has stopped. Dublin, largest city and capital, 647,336; Cork, 125,790.

Language: English and Gaelic. English is predominant spoken language.

Economy: Agriculture is of major importance but share of national income (21%) is decreasing while industry's share (29%) is increasing. GNP estimated at $2.8 billion, 1965. National income per capita over $700.

Agriculture: About two-thirds of agricultural land is pasture land, which gives rise to a large livestock industry. Main crops: Wheat, potatoes, sugar beets, barley, and oats. Cattle and pigs are the most important animals.

Industry: Principal industries: processing of agricultural products into food, drink, and tobacco; clothing; textiles; paper products and printed matter; wood manufactures; metals and engineering; and vehicle assembly. Tourism is a major industry; actively promoted by Irish Tourist Board, a Government agency. Total expenditures by visitors in 1963 estimated at $138.6 million.

Second Program for Economic Expansion (1964-70) calls for continuation of the 4% annual growth rate and increases of 30% in agriculture, forestry and fishing, and 62% in industry over the length of the program.

Trade policy: Only a few products are subject to import controls.

Investment: Total not available. U.S. investment: $125 million. More than 20 U.S. firms in Ireland producing motor vehicles, paperboard, petroleum products, electronic components, engineering tools, ball bearings, textiles, other products.

Finance: Irish pound (£1 = US$2.80). Developed capital market. Modern banking system.

Imports: Total, 1964, $972.2 million; 1965, $1040.6 million. Major suppliers: United Kingdom, United States, West Germany. Principal imports: Machinery and electrical goods, vehicles and parts, textiles, petroleum, cereals and other foodstuffs, live animals. From U.S.: Tobacco, cereals, coal, machinery, textile yarns and fabrics, canned fruit, jet aircraft.

Exports: Total, 1964, $623.2 million; 1965, $627 million. Major markets: United Kingdom, West Germany, United States, Netherlands. Principal exports: Live animals, food and food preparations, textiles, machinery and transport equipment, clothing. To U.S.: Frozen beef, wool, sugar preparations, horses, clothing, whisky, glassware, shoes.

east lies Great Britain with its millions of inhabitants, and the continent of Europe.

The Shannon Industrial Estate was established by an Act of Parliament in 1958, and in the intervening eight years, the Irish Government has poured almost $90 million into the project. Many of the opportunities and advantages given to foreign businesses which locate in Shannon also are afforded to businesses in several other parts of the country. Thus, Shannon is the doorway to Europe and businesses located there enjoy all of the advantages that this implies in dealing with the European continent and the Common Market. Shannon is centrally located between the expanding markets of Europe, the Americas, the Middle East and Africa.

Irish trade is closely linked with that of the United Kingdom, a new agreement having been concluded in December 1965. Shannon-manufactured products, being Irish products, may enter the United Kingdom free of duty. In addition, Irish products enter several major British Commonwealth countries at preferential duty rates. The British market in itself offers a rapidly-growing market of more than 55 million people who imported goods in 1965 valued at $16 billion.

U.S. firms are there

Many U.S. firms are taking advantage of Shannon's geographic and other favorable features for locating European production and assembly facilities. Of 29 firms operating at Shannon, 12 are of U.S. origin. All have expanded considerably since moving into the industrial zone and last year, no less than four U.S. firms extended their operations there.

The E. I. Co., a subsidiary of General Electric, which exports to the European market, recently made known its plan to establish a sub-assembly operation at Shannon which will employ 700 people in addition to the 1,200 presently employed at the Shannon plant.

Another U.S. company, S.P.S. International, which has its home plant in Jenkinstown, Pa., has expanded its operation four times in the past five years and is now in the process of setting up another plant about 40 miles from Shannon.

The Lana-Knit Textile Co., a subsidiary of Jonathan Logan of Newark, N.J., moved into Shannon under British ownership less than six years ago to manufacture knitted jersey wear. The operation was taken over by Jonathan Logan in 1964, and now exports fully fashioned garments and knitted jersey fabrics to markets in Britain, Canada and the United States. The completely integrated operation includes spinning, dyeing and knitting, as well as the cutting and making up of garments.

U.S. offshoot

Mohawk Europa, which set up in Shannon in 1963 as an off-shoot of Mohawk Tools of Montpellier, Ohio, has doubled its factory space in Shannon in the past 12 months and is now on overtime to keep ahead of the demand for its production of steel-cutting tools.

Other U.S. companies that have discovered the great advantage of manufacturing or assembling or both in the Shannon industrial estate, are Standard Pressed Steel Products which makes fasteners, and Callin Corp., manufacturers of capacitators.

To help offset the initial outlay in establishing at Shannon, the Irish Government has dangled such luring incentives as offering grants to foreign businesses of up to as much as 50% of the cost of machinery and equipment, and granting the full cost of training workers; and exemption from income tax and corporation profits tax until 1983 on profits derived from export business.

Foreign manufacturers located in other parts of Ireland are afforded tax exemption for various lengths of time, ranging from 5 to 15 years depending on the location of the plant and the need of the area for industrial development. However, the 25 years of tax exemption allocated to Shannon in 1958 at the beginning of its industrial growth, was the longest period of exemption afforded to that date.

Total or partial exemption from local taxes also are given to new businesses

locating at Shannon, and excellent depreciation allowances to be set against tax when the liability arises also are in the Irish Government contracts with foreign businesses locating there. Complete freedom to repatriate capital gains and profits derived from exports at any time is guaranteed.

These allowances are obvious advantages to U.S. businessmen who wish to conduct their British and Continental manufacturing activities at Shannon; but there are many, if less obvious, advantages to locating in this area. Labor in and near Shannon is considered extremely capable of receiving training for skilled and semiskilled work. The young and aggressive manager of one of the plants the Mission visited said of his workers, "They have all had to be trained, but when they know what they are after, they can compete with workers anywhere in the world. What they lack in technical knowhow, they make up for in intelligence and diligence . . ."

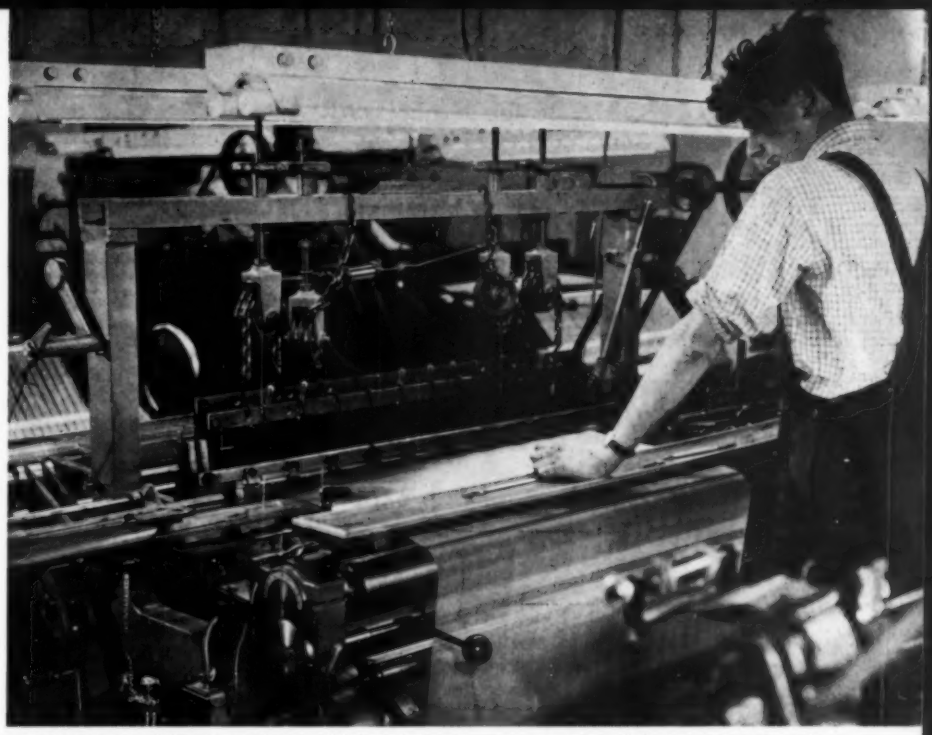
Especially impressive in businesses at Shannon are the extreme youth and energy of the executives and managers, many of whom are under 30 years of age and few of whom are over 40, giving a vitality to the entire business community.

Distribution center

Because of its position on the North Atlantic air routes and its duty-free status, Shannon is an attractive center for worldwide distribution of goods. To attract warehouse operators and distributors at Shannon, 10 standard warehouse buildings have been constructed at the airport. The buildings are sold or rented to tenants interested in distribution rather than manufacturing. Public warehouse operators who have been licensed to carry on business at Shannon are Cassin Air, C.I.E., and Lep. Each of these firms provides comprehensive warehousing services at the airport.

A comprehensive community building program, initiated earlier within walking distance of the airport and industrial estate, is now well underway and more than 1,500 people reside there in rented houses or apartments or in houses constructed by the owners to their own specifications. The new town development has been planned on the most modern lines and already includes shops, schools, churches, playgrounds and recreation centers. It is hoped that the community will provide a stable labor force within the region, in addition to meeting the requirements of management and their families who move into the area.

One of the advantages of manufacturing in Shannon is the free port status of the area. There are no customs duties; machines and equipment, finished goods, components and raw materials may be imported free of duty from any source. Newly constructed factories, or warehouse or office accommodations, can be rented or purchased outright or sites can be procured on a 99-year lease on which a company may construct its own buildings. In either case, adjoining space may be reserved for later expansion.



IN SHANNON INDUSTRIAL ESTATE, good labor relations keep days lost through industrial disputes well below U.S. and European levels. This wire gauze spinning machine operator puts in a 44-hour week.

Management/employee relations are good, and although there have been a few flash strikes, the number of days lost through industry disputes on the estate is well below the American and European average. During the period 1960 through 1964, the total number of man-days lost on the estate was 57 per 1,000 workers annually, compared with an annual average of 336 for Europe as a whole.

Wage rates begin at about $11.20 a week for untrained workers under 18 years of age and go to about 90 cents an hour for a skilled pattern maker who works 44 hours a week. For clerical and office workers, the rates are comparable: A shorthand typist earns $14.70 to $26.60 a week and a male senior clerk is paid up to $42 a week. In addition, about 12½% should be added to cover fringe benefits, statutory or otherwise, such as social insurance costs, annual and public holidays, accident insurance for the purpose of workman's compensation, travel subsidy. The travel subsidy of about $1.88 per worker per week is normally paid as the employer's contribution to the cost of employees' commuting from Ennis or Limerick or other points outside the airport.

Generally, the work week is 44 hours spread over 5 or 5½ days. Subject to slight variations, overtime is paid at time and a quarter for the first two hours, time and a half thereafter, and double-time for Sundays and holidays. Workers are entitled to one day's vacation per month employed and there are six paid national holidays each year.

Roads being built

Although most of the manufactured goods at the Shannon Industrial Estate are designed for shipment by air freight from Shannon Airport, and the Government organization which operates the Estate encourages these manufactured goods principally, there is the possibility of supplementing the air facilities by surface transportation. Excellent roads are being constructed to all parts of Ireland, and the port of Limerick lies only 15 miles distant. The nearest railhead is also there.

The Mission was not prepared for the attractive facilities for U.S business offered by the Shannon Industrial Estate. The active, energetic management of the development company under the guidance of B. O'Reegan, the chairman, has many plans for expansion and development.

MISSION REPORT: DEVELOPMENT AREAS

Ireland offers new industries incentives to establish there, especially in Western counties

Among advantages are grants up to two-thirds of fixed assets costs, tax exemptions on export profits, financing

By REDINGTON FISKE
Consultant, New Canaan, Conn.

Forward-looking and expansion-minded U.S. businessmen can find interesting opportunities in Ireland. For some kinds of American-made products there exists a potential for increased sales, and many capable individuals and firms have expressed interest in serving as commission agents for U.S. producers.

The Republic of Ireland, however, is a small market by U.S. standards. The larger opportunities involve employment of Irish labor, Irish warehouses and factory space, Irish credit facilities and geographic advantages, for the assembly or entire manufacture of products which have automatic duty-free entry from Ireland into the United Kingdom under an existing Anglo-Irish Free Trade Area Agreement.

Not only is a market of more than 58 million persons thus available for Irish-made goods at present, but it is confidently believed in Ireland that within five years and possibly a good deal sooner, admission of the United Kingdom, EFTA countries and Ireland into the European Economic Community will open virtually all of Western Europe to Irish-made products.

Gateway to U.K., continent

The major appeal of Ireland to U.S. industry is thus primarily its position as a gateway to the markets of Great Britain especially and the continent of Europe, and the Irish are fully aware of this situation. To promote economic and industrial development the Republic of Ireland, through the Irish Industrial Development Authority, offers special inducements to attract industry from the United States and from the other highly industrialized nations.

An aspect of the Anglo-Irish Free Trade Area Agreement of interest to U.S. investors is the provision which maintains the applicability of the current Commonwealth Preference area origin rules to most Irish exports to the U.K. This means that only certain minimum proportions of the value of a product must represent value added in Ireland in order to qualify for duty-free entry into the U.K.

The Irish Industrial Development Authority has published a considerable amount of material which will provide U.S. businessmen details. The Authority maintains offices in New York City, at 45 Park Ave.

Development areas

The Government of Ireland especially wants to attract new industry into the less developed areas of the country. These so-called Development Areas include virtually all of the Western part of the Republic, from County Donegal in the North to County Kerry in the South.

Inducements offered to attract new industry consist of substantial monetary grants as well as tax relief over an extended period for industries which export. For grants, an autonomous Grants Board has administrative responsibility.

New industries establishing themselves in Development Areas may receive outright grants up to a maximum of two-thirds of the cost of the fixed assets. Fixed assets are defined as comprising the site, buildings, machinery and equipment, but exclude office equipment and transport vehicles for use outside the factory. Only new machinery is considered for grants.

For new industries located in parts of the Republic other than the Development Areas, the normal maximum limit for grants is 50% of fixed assets, but this is subject to special considerations and under some circumstances the grant may be increased to two-thirds of fixed assets, thus equaling the maximum grants in Development Areas. There are also special arrangements relating to grants in excess of £250,000 and provisions for interest-free loan capital. Grants are available for training workers in new industries.

A U.S. company contemplating establishment of a new industry in Ireland, whether through a fully owned subsidiary or in a joint venture in partnership with Irish investors or an established Irish company, may obtain from the Industrial Development Authority a folder entitled "Guide to the Submission of Industrial Proposals", which spells out the information that must be submitted as a basis for decisions by the Grants Board.

Export profits tax exempt

Basic legislation for the Export Profits Tax Relief Scheme is the Finance (Miscellaneous Provisions) Act of 1956 as amended. In brief, the law provides that profits derived from exports from Ireland, by a new company, shall be exempted from tax on export profits for 10 consecutive years. If goods manufactured in Ireland are sold partly in export markets and partly in Ireland, the allocation of export profits and domestic profits is computed pro-rata on the respective volume of export sales and Irish sales.

Companies commencing an export trade from Ireland before 1970/71 would, in addition to 10 years' full relief, be entitled to a further period of partial relief. Details of tax relief scheme are summarized in a folder dated April 1966 available from the Industrial Development Authority.

Any U.S. company contemplating direct investment in Ireland also may be interested in another folder published by the Industry Development Authority in June 1966 entitled "Taxes and Tax Reliefs in Ireland." This folder contains a clear and simple description of the various income taxes, corporations' profits taxes, and surtaxes to which business in general is subject in Ireland, with information on the special exemptions available to new industry and in particular to industries producing for export.

Financing available

New industries requiring additional financing in Ireland have available to them the facilities of the Industrial Credit Company Ltd., incorporated pursuant to the Industrial Credit Act of 1933. This company, located at 26 Merrion Square, Dublin, is a public institution, most of the shares held by the Minister of Finance on behalf of the Government. The

company underwrites capital assets, grants long- and medium-term secured loans, provides advisory services for industrial capital, and finances the hire-purchase of industrial plant and machinery.

In addition to this Government enterprise, several merchant banking firms have been formed recently in Ireland, one affiliated with the Bank of Ireland and others with British and indirectly with U.S. affiliations. These financial enterprises may be destined to play an increasingly important role in Irish economic development.

Any U.S. company which contemplates setting up an operation in the Republic will be wise to survey the competing facilities and claims advanced by the spokesmen for different areas, and by recently established industrial estates or parks. Those in Waterford and Galway are Government sponsored while others are strictly local or private. Actual cash investment may be minimized not only by the grants already mentioned, and by loans available from Irish sources, but also by the availability of space for rental rather than purchase—for example, in the industrial park at the Shannon Free Airport or in Galway and Waterford.

County Donegal development

The Mission spent most of its time in Ireland in the larger centers of population and industry, that is to say Dublin, Cork and the industrial estate of the Shannon Free Airport. Three of the members managed, however, a brief and strenuous visit to Donegal which provides a more intimate understanding of the situation in Development Areas than could be obtained without personal inspection.

County Donegal lies in the extreme Northwest of the Republic. Its total population of slightly under 114,000 includes only about 4,300 factory workers. Only about 29% live in towns; the remainder are primarily on small farms.

Unlike the other coastal Counties in the Republic, Donegal has no large town. The largest, Letterkenny, has a population of fewer than 5,000 people. Population growth of the County is only 4 per 1,000 people, due primarily to a high rate of emigration because of the lack of employment opportunities at home.

The potential supply of labor, both skilled and unskilled, for new industrial enterprises being established in County Donegal and other Development Areas includes not only the new increment of male and female workers graduating from school each year, but also a number of skilled workers who have gained training from employment in the United Kingdom, but who would return eagerly to Ireland if employment became more widely available.

County Donegal comprises 1,193,000 acres of land, much of which is mountainous, interspersed with rivers and extensive peat bogs. For agricultural purposes most of it is grass land suitable for only limited grazing. Only 390,000 acres are enclosed farm land and much of this also is used for pasture and hay. A limited part of the County, however, in the Inishowen and the Foyle and Swilly Valleys is highly productive tillage where a major share of Irish seed potatoes and potatoes for human consumption and raised for export.

The extensive coastline of County Donegal embraces two large deep-water harbors, Lough Swilly in the North and Donegal Bay in the West. The ocean has traditionally contributed to the rather scanty economy of County Donegal and efforts are being made with the help of subsidies from the Irish Sea Fisheries Board to modernize and expand the fishing fleet which operates from the port of Killybegs on Donegal Bay.

Factory jobs in County Donegal are limited. Only 11 towns in the County had as many as 150 persons working in factories. The principal local industries include textiles and garments, confectionery and milling, meat and fish processing and carpet weaving. Products for which County Donegal is most famous are produced largely in the farm cottages where hand-weaving of tweeds and the knitting of sweaters provide a supplementary income for farm families.

Some small local industries may have a potential for development of export markets. Several derivatives of certain seaweeds are processed for use—some as animal foods and some for human consumption. There may be a modest novelty market for briquettes pressed from peat turf, at least for residential heating purposes, particularly among people of Irish ancestry in the United States who enjoy the preservation of old customs.

The most vigorous proponents of economic development in County Donegal point out that its deep-water harbors are 200 miles closer to the United States than any other major ports on the Eastern side of the Atlantic. They envisage development of Lough Swilly, which has a truly magnificent and large deep-water harbor, as a free port for the storage and transhipment of goods between North America and Europe in an expanding entrepot trade. The present lack of a developed industrial hinterland in County Donegal, however, would seem to make such development a long-range project.

While the problems of County Donegal are perhaps somewhat more extreme than those of communities a bit further South, they are problems shared by all of Western Ireland with differences primarily of degree. They are all fortunate, on the other hand, in the great beauty of coast and countryside which has attracted a rapidly increasing tourist trade in recent years.

SKILLED BOATBUILDERS ply their trade constructing wooden vessels in shipyards at Passage West.

Sightseeing, golf, ocean bathing, and angling for salmon, sea trout and brown trout in virtually every river and most of the lakes throughout Ireland are attractions which are contributing importantly to the income side of Ireland's presently rather difficult balance of payments situation. Continuing growth of tourists from the United Kingdom, the Continent and from North America is anticipated.

Here then in Ireland, and particularly in the Development Areas of the Western Counties, are possibilities for establishment of light industries and to a limited extent heavy industries, which can utilize the more than adequate supply of intelligent and easily trained labor, for the manufacture of goods for export to the United Kingdom and Europe.

Here in Ireland, with the assistance of grants and credits of various kinds, are opportunities for establishment of assembly or manufacturing operations involving a minimum investment of dollars.

Irish officials and businessmen are fully aware that the United States has a difficult balance of payments problem and they have made and are making constructive efforts to facilitate U.S. investment in new industries in Ireland by means which entail a minimum burden on the international balance of the United States.

MISSION REPORT: CONSUMER GOODS

Irish want to buy more finished merchandise, as income increases

U.S. firms need to be directly represented, ship directly to Irish outlets; demand strong for variety of items

By CHARLES E. SNELL
Charles E. Snell & Associates, Portland, Ore.

With a population of almost three million people, and an increasing per capita income, Ireland offers some excellent opportunities for many categories of consumer goods.

True, Ireland has close economic connections with the United Kingdom, but nevertheless it is commercially distinct and wants to be recognized as such by U.S. firms by being directly represented. U.S. firms should not rely upon their United Kingdom or other European representatives to cover the Irish market. Sales efforts should be separate and merchandise should be shipped directly to Irish outlets. This will give U.S. producers direct access to Irish consumers, plus an additional market in the United Kingdom for reexports of certain merchandise.

Ireland is a country with no language barrier, a world-famous free port (Shannon), a love for U.S. labels, style and quality, visited by 114,000 Americans annually, a national enthusiasm for U.S. movies and fashion magazines and an inherent relationship to 35 million Irish descendants in America, all of which goes to create a built-in acceptance for U.S. products.

The country is relatively small—about 27,000 square miles. With no point more than 70 miles from the sea, the island has excellent deep-sea ports and a climate of no extreme temperatures.

AUTHOR CHARLES E. SNELL (right) of this section of the Mission report engages in discussion with (left to right) Mission Director George Elliman, Ireland's former Prime Minister Sean Lemass, and U.S. Ambassador Raymond Guest.

Duty-free goods

Dublin, with a population of 600,000, is the major city, and also a major port. The free airport of Shannon, visited by 500,000 transients annually, purchases more than $4 million worth of duty-free merchandise, carrying an average mark up of 40% on retail plus a worldwide mail order catalog service of 250,000 customers, many of whom order regularly after returning to their native countries. It was surprising, however, to notice the lack of American goods available. The Mission was told that there was a large demand for American merchandise by Europeans passing through, and that they would appreciate contacts. Interested U.S. firms should communicate with Brendan O'Regan, Chairman, Shannon Free Airport, County Clare, Ireland. He will advise on the types of merchandise in greatest demand.

Shannon in 1965 accounted for around 25% of all of Ireland's exports of manufactured products.

Ireland's major suppliers are the United Kingdom, United States, West Germany, and the Netherlands. Japanese goods offer some competition in such categories as photographic products and optical goods, but the volume is not large. Ireland has declared her intention of negotiating for entry into the European Common Market—membership in which will further expand trading opportunities available to U.S. firms represented in Ireland. This is anticipated by 1970.

Good location for exporting

Geographically, Ireland is well situated for exporting to markets in the United Kingdom and the Continent, as distances from Irish ports are short. Regular shipping services operate to and from Britain, the United States and the Continent. To assure most favorable consideration of U.S. goods by prospective Irish importers, every effort should be made to quote initially the price landed in Ireland. In some instances, quotations f.o.b. a U.S. port were requested but under no circumstances should a quotation be made f.o.b. at an interior U.S. location unless it is an interior seaport.

The Mission found the Irish businessmen vigorous, energetic, good credit risks—and people of their word. Credit reports on individual traders should be requested from the Irish banks through U.S. correspondent banks. In addition, World Trade Directory reports are available through Department of Commerce Field Offices, and the Commercial Intelligence Division, BIC-916, U.S. Department of Commerce, Washington, D.C. 20230.

More detailed appraisals on Irish firms are often available from American Credit reporting houses. Letters of credit may be obtained through Irish banks but are not frequent in transactions between Ireland and the United States. They may, however, be requested until such time as an open account relationship is established. Documents may be forwarded to any Irish bank for release against cash. Generally, the firms interviewed preferred 30-day terms in connection with release of documents.

Shopping center opens

Retail trade is carried on through both department stores and specialty shops. The department stores are either members of a chain or they conduct their buying through group arrangements. Shopping centers are beginning to develop. During our visit, a large shopping center, covering a 15-acre site, opened in the Dublin area. It is claimed that, when fully developed within the next year or two, it will rank with the leading shopping centers of the world. This par-

ticular one, developed after a study of shopping centers in other countries, was built to meet Irish needs and adapted to suit the Irish family requirements—including late opening (10:30 a.m.) and late closing (9:00 p.m.), parking facilities, special bus service, a bank, restaurants, and movies.

Demand for variety of items

Distribution in Ireland for U.S. goods follows the usual pattern with sales representatives filling the major role in selling to wholesale and retail outlets.

With the rising standards of living in Ireland in recent years, the market is increasing for U.S.-finished consumer goods, such as electrical appliances, both major and table appliances, voltage 220 a.c., 50 cycles.

There is also a strong demand for cotton and synthetic piece goods as well as costume jewelery, in medium to lower price ranges; women's shoes in the medium to lower price bracket, of good-quality and workmanship; fashion accessories, gift merchandise, fashion garments, foundation garments, lingerie, men's furnishings, children's wear of good quality in the medium to lower price range (this is a country of large families).

With the discovery of natural gas in the North Sea, a greater demand for gas ranges and heaters is anticipated. At present, these items must be made for manufactured gas.

As home sewing is extensive, there is a market for notions. Work clothing offers a large developing market. Rainwear, both dress and industrial, is desired. Mark-ups in the retail stores are low—25% to 33% on the retail price.

Appliances and other home furnishings are sold on installment terms, generally 10% down with up to three years to pay, at 1% per month interest.

Retail stores work on an average of 41½ hours per week with few night openings. Retail sales people are paid a salary plus commission.

Toys, games and dolls made in the United States are in demand with little Japanese competition. At present, plastic toys and space replica toys are of great interest.

Many Irish firms are eager to manufacture U.S. consumer goods under license for either the domestic market or for export. The Irish Government encourages this procedure and where export markets are possible, the Government will give financial and other support. U.S. firms interested in finding an Irish licensee should write to the U.S. Department of Commerce.

How to sell more to Ireland

► Communicate with your Department of Commerce Field Office to discuss the item you want to sell. If possible, your representative should visit the market to compare your product with foreign competition.

► Sell your product through an Irish agent. They are energetic, honest and dependable. Your Department of Commerce Field Office can furnish trade lists of dealers and agents in your particular line at $1 each.

► Investigate the services offered by freight forwarders and shipping lines in the export trade. They are experienced in a variety of services for exporters.

► Investigate the services available through the Foreign Credit Insurance Association at your local bank.

► Carefully plan your price structure before quoting and compare with your foreign competition.

► Make your product well and of first-quality materials. Wiring of electrical products must be adaptable to the Irish voltages: 220 volt, 50 cycle, a.c.

►Make advertising allowances as liberal as those offered in the United States. Irish stores advertise in the newspapers, on television and on radio.

► Do not expect initially large quantity orders: your European competitors sell in realistic quantities with anticipation of future growth.

► Answer your overseas inquiries promptly. Your letter should adequately introduce your firm and establish you as a reliable source of supply. Your letter should contain full information about your product, including prices, so that the customer need not write for further details before ordering. Personally sign your letter—form letters are not satisfactory—and send it airmail with the correct postage.

► Plan to visit this market personally. It should prove to be rewarding.

Charles E. Snell

BARGAIN-HUNTING TOURISTS shop in one of the sections of Shannon Airport's duty-free store.

MISSION REPORT: RESULTS

Members interview Irish businessmen, cull opportunities

Strongest interest found in textiles, office supplies, appliances, food products, industrial tools

By SAMUEL J. CERRATO
Mission Trade Development Officer

The U.S. Trade and Industrial Mission to Ireland which visited Dublin, Cork, Donegal, Limerick and Shannon Oct. 15-29, interviewed more than 150 Irish businessmen, and presented 195 specific proposals on behalf of U.S. firms. The variety of the business proposals appeared to meet the requirements of about 40% of the firms interviewed by the Mission members.

In addition, the mission developed 81 specific trade opportunities and 29 investment opportunities. These leads were listed in the Dec. 19 issue of INTERNATIONAL COMMERCE. U.S. products of greatest interest are consumer goods—textiles, office supplies, appliances, and

food products—and industrial and construction equipment.

In its efforts to promote the sale of U.S. goods in Ireland, Mission members brought to the attention of the Irish business community U.S. methods and products which may play an important role in the development of Ireland's industrial potential.

Warm welcome

President de Valera warmly welcomed the Mission to Ireland and encouraged it in achieving its objectives. Former Prime Minister Lemass, the Lord Mayors of Dublin, Cork and Limerick, and the Minister for Industry and Commerce, George Colley, who recently completed a tour of the United States in an effort to promote investment in Ireland, also received the Mission. The Industrial Development Authority, Irish Export Board, Marketing Institute of Ireland, and various chambers of commerce and trade associations met with the Mission.

To obtain a first-hand knowledge of Irish industry, the members visited textile plants, knitting mills, the port facilities of the Cork and Donegal areas, industrial plants at the Shannon Estate and the Guinness brewery in Dublin.

At the Business Information Centers at the Intercontinental Hotels in Dublin and Cork, a commercial library of several hundred trade publications was made available to visitors.

The results of the Mission's efforts in Ireland indicate a strong demand for U.S. goods and services. It is hoped that the U.S. business community will respond quickly to the opportunities developed by the Mission.

MISSION MEMBER Samuel J. Cerrato (left), author of the above article, joins Embassy personnel and other mission members in a tour of an Irish plant.

MISSION REPORT: AGRICULTURE

Opportunities seen in Ireland's farm economy, but related business complacent about change

Agricultural exports chiefly live cattle, beef, dairy products; traditional patterns create difficulties, challenges

By EDWARD C. FOGG, III
Farm Stores, Miami, Fla.

Agriculture in Ireland offers opportunities. Interested U.S. businessmen will have to promote them, however, as most of the Irish agricultural business community observed by the Mission seemed complacent about change.

The market potential is good; labor is plentiful and comparatively low cost; up to a point, capital is available. There are some problems, but problems are everywhere.

Grassland economy

The climate of Ireland virtually dictates that agriculture be tied to a grassland economy.

The most efficient use of grass is by cattle, both for beef and milk production, and Irish agriculture is indeed tied to cattle.

In 1964, the year for which the most recent statistics are available, agricultural exports amounted to 123.8 million Irish pounds ($346.6 million); of this total, 83.5 million Irish pounds ($233,800,000), or 70%, consisted of live cattle, beef, and dairy products—live cattle accounting for the major portion of the 70%.

A discussion of Irish business opportunities must include those provided by Ireland's close economic ties with the United Kingdom. In 1964, 72% of the export trade and 51% of the import trade were with the United Kingdom; thus, most of the agri-business community is completely United Kingdom oriented. The next largest trading area is the European Economic Community, with 12% of exports and 16% of imports. The United States, with 5% of exports and 8% of imports, is third.

The pattern of marketing food products in Ireland is quite different from that of the United States. Supermarkets have been introduced in the area, and for their limited number and coverage, are doing well. The Irish housewife, however, is forced by circumstances reinforced by tradition and desire to purchase her food on a daily basis and sometimes on a meal basis. She has almost no refrigeration in her home and, as she cannot keep leftovers, all purchases must be small.

For instance, 98% of the fresh milk is sold in the Imperial pint (slightly larger than a U.S. pint). A leg of lamb might be cut into as many as three small roasts. Milk is delivered seven days a week, and, in some cases, twice a day, in open sided trucks with no refrigeration of any type.

The older Irish housewife has an inherent prejudice against frozen food and, even to some extent, food which has been under refrigeration. These are some of the difficulties, but at the same time they create opportunities for new industries or the sale of new products.

Ireland has a good supply of readily adaptable labor. The unions, however, may present a problem. There could be as many as seven or eight in a plant of 50 workers. Moreover, it is not unusual for two men in the same plant and doing the same job to belong to different unions.

On the plus side

While wages have almost doubled since 1953, Ireland still has the lowest-cost labor market in Europe, with the exception of Portugal and possibly Spain. Also, in some areas free land is available for plant sites. Some capital is available, and the State offers direct subsidies for capital expenditures. Tax abatement is available, and some local governing units will offer subsidies if they can get a manufacturing plant to fill a particular need.

For instance in Cork, a delegation of four men who came to see the Mission from the Chamber of Commerce had an unusual problem in that, while they were interested in having any type of industry locate there, they were actively seeking an industry employing women. Each year, about 150 young women who cannot be absorbed by local job vacancies graduate from school. These young women are forced to seek employment in Dublin or London. To resolve their problem, the delegation offers free land, local investment, and subsidies in addition to what the State has to offer.

Agricultural investment

There appear to be three main categories of interest for the U.S. agricultural investor in Ireland: Investment to supply an internal need, investment to utilize the low-cost Irish labor pool, and investment to use Ireland as a gateway to the United Kingdom, and possibly in the not too distant future, the European Economic Community.

The Irish farmland the Mission saw was consistently weedy. Most pastures seemed to be supporting from 20% to 50% weeds. They also appeared to need nitrogen. These two situations point out the opportunities for production and distribution of weed-killers and fertilizer.

The Irish farmer apparently has a built-in prejudice against the use of fertilizer, particularly nitrogen; but the Government, realizing the need, has set up a system of incentive payments for the proper use of fertilizer, which should go a long way to overcoming this prejudice.

There is a constant reduction in the number of farms, as farmers find their small holdings inadequate and migrate to the cities. As this pattern continues, the remaining farmers will increase their holdings and their farms will become more efficient production units, increasing demand for equipment and supplies.

There are many opportunities in the poultry industry. Chicken does not appear extensively on Irish menus. The quality of fowl observed in the marketplace leave much to be desired, and processing methods seem inadequate.

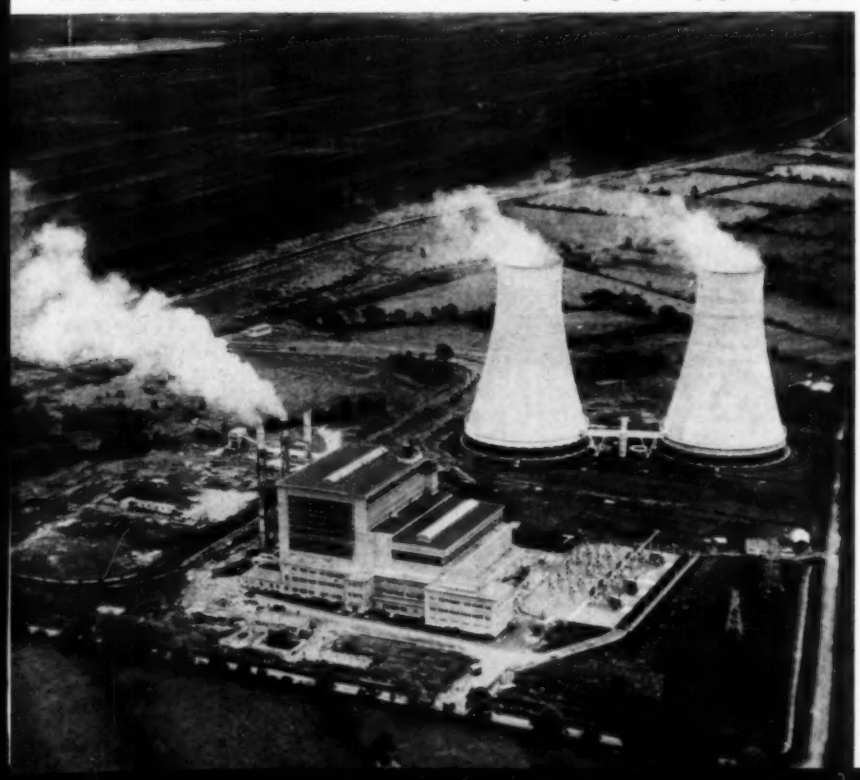
Many U.S. businesses, both agriculture and industrial, have so far resisted automation because they were not adaptable to the utilization of intensive mechanical equipment. Many of these businesses might fare well in Ireland, where the hourly labor rate will probably always be a fraction of the rate in the United States.

In addition, by locating a processing plant in Ireland, a firm can have access to the entire United Kingdom. It is expected that by 1970 or shortly thereafter, Ireland will become a member of the European Economic Community, opening up this European market to Ireland-located industry.

Perhaps these examples will stimulate interest and ideas as to the possibility of U.S. agriculture-oriented businesses locating branches in Ireland. Profits may be taken out of the country with no penalty. The public officials are as cooperative as they are enthusiastic in their effort and determination to create a better Ireland by industrial growth.

The next ten years are likely to see a great acceleration in the economic development of Ireland. The U.S. businessman who explores the situation now and decides to take advantage of it will benefit greatly by this development.

AUTOMATION IS SLOW in coming to the countryside, but this peat operation uses modern techniques.



POWER FOR FARMS AND INDUSTRIES comes from this peat-burning electricity generating plant.

PRESIDENT DE VALERA (third from left, foreground) strolls across lawn of presidential mansion with Mission members after informal meeting with group.

Mission members bring expertise to market appraisals

Industrial equipment, metalworking machinery, food processing and packaging machinery, consumer goods, and equipment and supplies for the dairy and poultry industries are the areas in which the business members of the Mission to Ireland and Portugal are specialized.

Both Government members are in operations concerned with international trade.

Mission leader **George Elliman** is Director of the Commerce Department's International Liaison Staff, Business and Defense Services Administration. In interagency considerations of international economic and commercial matters, he represents commodity group interests.

For four and a half years, Elliman was Commercial Counselor at the U.S. Embassy in Rome. He was also a member of the U.S. delegation in Geneva at the GATT negotiations in 1956. Earlier, he served with the Economic Cooperation Administration.

A graduate of Princeton University, Elliman had several years' experience in private business before entering Government service. He attended the National War College, 1957-58.

Wallace Carroll is director and board chairman of the American Gage & Machinery Co. of Chicago. He also is principal officer of several firms organized as divisions of the company.

For a six-month period in 1957, Carroll was on loan from American Gage & Machinery to the Commerce Department, serving as director of the Metalworking Equipment Division of the Business and Defense Services Administration.

Carroll is a graduate of Boston College, and has studied at Harvard School of Business, M.I.T., New York University, and Northwestern. He is a member of the American Society of Metals and the Research Committee of the American Society of Tool Engineers.

Redington Fiske, now a consultant in finance, international investment and commerce, for 14 years was vice president and director of Thomas Ashwell, Inc., publisher of Exporters Encyclopedia and Export Trade. His experience in worldwide commercial and economic affairs spans a period of more than 30 years.

Educated at Harvard, Fiske began his career in foreign banking in the late 1920's with an affiliate of the First National Bank of Boston. He is an honorary life member of the San Francisco Area World Trade Association.

Edward Fogg is president of Farm Stores, Inc., of Miami, manufacturers and distributors of dairy products. For the past five years, he has been expanding the enterprise he founded.

Fogg is a member of the Milk Industry Foundation, the International Association of Ice Cream Manufacturers, and the Miami Dade County Chamber of Commerce.

Daniel Rosenbaum, president since 1943 of the Sugar Rose Canning Co., in Tampa, has been in the canning and food processing business since 1939. His early experience was with a firm that operated 25 fruit and vegetable canneries in the eastern part of the United States and as far west as Texas.

He is director of the National Canners Association and the Florida Canners Association, and a member of the Central and North Florida Regional Export Expansion Council.

Charles Snell is president of Charles E. Snell & Associates of Portland, Ore., retail management counselors, and vice president and partner of the Cascade Home Furnishings Co. of Klamath Falls, Ore. He has had more than 40 years' experience in the consumer goods industry —with the May Co., W. & J. Sloane, and other merchandising firms.

A member of the executive committee and board of the Columbia Basin World Trade Center, Snell recently has been appointed to membership in the Portland Export Expansion Council.

Samuel Cerrato is Acting Chief of the Trade Disputes Unit of the Commercial Intelligence Division in the Bureau of International Commerce.

Cerrato graduated from the Georgetown University School of Foreign Service in 1960, and except for a three-year tour of duty abroad with the Navy, has served in the Bureau's Office of International Trade Promotion since that time.

NEW SALAZAR BRIDGE connects Lisbon and the North with the industrial region of the Setubal Peninsula on the south side of the Tagus River.

MISSION REPORT: THE MARKET

Growth of Portugal's industry sparks higher living standards, interest in goods and services

Recently completed bridge expected to usher in new economic era; traditional ties with U.S. offer good climate for trade growth

By GEORGE T. ELLIMAN

The new Salazar Bridge spanning the Tagus at Lisbon is a symbol of the beginning of a new era for Portugal.

The project established many "firsts" —longest bridge span in Europe, highest bridge towers in Europe, longest continuous trusses in the world, deepest pier in the world and the longest bridge in the world designed for combined highway and railroad traffic.

Metropolitan Portugal is a relatively small country with a population of nine and a half million. To finance the project it was necessary to seek outside participation.

This departure from its traditional reluctance to look elsewhere for financial assistance is part of a symbolic renaissance in Portugal. The boldness and imagination that conceived an undertaking of this magnitude is another. It is reminiscent of the era of Portugal's earlier greatness when she sent her explorers to the far corners of the world in search of high adventure and trade to enrich her coffers.

The growth and modernization of industry is bringing a higher standard of living to Portugal. With this higher standard of living the Portuguese are demanding the goods and services that have become accepted conveniences in other parts of Europe and the United States.

U.S. films and television have whetted appetites for the better things of life for a steadily growing middle class. The growth that has marked the economies of Italy and Spain over the past decade has reached the most Western nation of Europe.

Strong ties with U.S.

Portugal is firmly established in Western Europe through membership in NATO, the Organization for Economic Cooperation and Development, and the European Free Trade Association. There are strong ties with the United States as well—through the thousands of Americans of Portuguese descent and the continuing trade relations that have existed since the founding of our republic. Portugal was one of the first nations with whom the U.S. established a trade treaty after achieving independence. The climate for continuing and expanding trade between our two countries has never been more salubrious.

The initial construction cost of the bridge—without debt servicing charges—

and its access roads was about $75 million. The bulk was provided by the Exim Bank of Washington (the original loan plus interest capitalized at 5.75% is $62 million). Local costs were financed essentially by French interests.

A contract between the Portuguese Government and U.S. Steel was signed in February 1961 and construction began in November 1962. The bridge was inaugurated in August 1966, six months ahead of the contract date, a saving to the Portuguese Government of some $3 million.

Skilled workers

The Mission was informed that a large measure of the success in completing the bridge ahead of schedule was attributable to the adaptability of the Portuguese workers to learn the difficult skills involved in modern bridge building, requiring in addition proficiency at working at great heights and exposure to high winds. Here again, Portugal's traditions as a maritime nation were to stand in good stead.

The construction speed-up also demonstrates the ability of workers to become trained to new skills in a comparatively short time, which many foreign companies establishing plant operations in Portugal have already discovered. The speed-up was accompanied by a remarkable safety record with an accident ratio well below that of comparably hazardous projects.

Continuous land link

The bridge, by connecting Lisbon and the North with the industrial region of the Setubal Peninsula on the South side of the Tagus, creates a continuous land transportation link which will speed the growth of an industrial complex around the mouth of the river. The Setubal Peninsula is the home of Portugal's major steel mill as well as the diversified industrial interests of C.U.F. (Companhia Uniao Fabril), Portugal's largest industrial and financial complex.

Complementing these developments is the current construction by LISNAVE —Estaleiros Navais de Lisboa—of what is to be one of the world's largest drydocks at Almada on the Setubal Peninsula.

Thus it can be said that the bridge on the river Tagus, towering above the ancient city of Lisbon, thrusting boldly southward toward a land full of development potential, is symbolic of a country committed to a program of progress and modernization.

MISSION REPORT: AGRICULTURE

Portugal offers some advantages to U.S. food-related businesses in establishing European facilities

Improved living standard, provision for repatriation of profits and initial capital investment, low tax rates, EFTA market availability, other factors contribute to favorable climate

By EDWARD C. FOGG, III

Although most segments of Portugal's economy are advancing consistently each year, agriculture is all but marking time, and a few steps to change the situation are underway.

Portugal's improving standard of living, due in large part to increases in manufacturing and tourism, the country's provisions for tax exemptions and repatriation of profits, and its status as a member of the European Free Trade Association, indicate a favorable market for U.S. agricultural businesses to consider.

Portugal is short in its production of protein, both for animal and human consumption. Normal demands for protein for human food are met by meat, milk and dairy products, poultry, fish, and eggs. The only one of these categories in which Portugal is self-sufficient is fish, and even codfish is imported every year.

Soybean market seen

Demands for protein for animal food are normally met by soybean meal, cotton seed meal, peanut oil meal and linseed meal. Portugal is self-sufficient in none of these commodities, but has some minor production of peanut meal and linseed meal. A soybean crushing facility is in the advanced planning stage and if it should reach final completion will offer a market for whole soybeans to the extent of its 300-ton-a-day capacity. Even though at present soybeans are a little short in the United States, over the years this products could and should become an important addition to our export program.

Because of Portugal's shortages in protein foods, imports of agricultural commodities are 50% greater in value than agricultural exports, causing a considerable drain on the economy; and I believe the day will come when the attention of the Government will have to turn to this problem. As people become more prosperous through the increase in manufacturing and as more and more tourists visit the country, the demand for protein foods, always associated with a higher standard of living, becomes greater and greater.

There are a few bright spots in agriculture, such as the tomato concentrate industry, which has been born within the last decade and grown at a phenomenal rate (most tomato products are exported); the poultry industry (while poultry meat production has increased, it is still far below demand); and the mixed feeds industry. Because of the goals which must be achieved in protein production, the mixed feed industry, although having made great strides, is still in its infancy. Improvement in protein and calory consumption will present many opportunities, for both the immediate future and the long range.

Business climate favorable

Portugal has what is termed a managed economy and considering what they had to start with, they have managed it well indeed. In 38 years their annual budget has not shown a deficit and their national debt is very low. Their currency is one of the most stable in the world and they have a foreign exchange reserve of more than $1 billion.

Several additional factors should encourage U.S. agricultural businesses to consider establishing European facilities in Portugal:

► Portugal's labor wage rates are among the lowest in Western Europe—which should interest the U.S. businessman whose product has defied the advantages of automation.

► Portugal is a member of the Euro-

pean Free Trade Association which is second only to the Common Market as a marketing community, containing almost 100 million people. Portugal has duty free access to all EFTA countries, while enjoying tariff protection on certain types of products until 1980.

► The basic tax system is one of the lowest in Europe and numerous exemptions are available, particularly for agriculture businesses.

► There is complete repatriation of profits, initial capital investment, and certain capital gains derived from capital meeting the conditions of legally authorized entry.

I had the opportunity to visit a farming area called "Leziria da Franca," about 35 miles north of Lisbon. This area was comprised of flat bottom land on the banks of the Tagus river. The land, a heavy gray marl soil, is subject to flooding during the winter rainy season. In the summer dry season it is under intensive cultivation, much of it sprinkler irrigated.

Supermarkets are just coming to Portugal. Started within the last five years, they are small—less than 3,000 square feet—but appear well stocked to meet the demand of a people who still get milk and olive oil delivered in bulk to their doorsteps.

Tremendous future

Supermarkets, though off to a slow start, appear to have a tremendous future as the country progresses. Many familiar brand names were seen but costs of U.S. products were exhorbitant. For instance, a jar of mustard which sells for 10 cents in the United States sells for 75 cents in Portugal; a 19-cent bottle of catsup sells for $1.25. In a country where the average annual income is liberally estimated at just slightly over $400, we are not going to be able to sell many of our processed food products at these prices. The high prices on these particular items are largely the result of high Portuguese tariffs.

My observations indicate that the following opportunities exist in Portugal for U.S. business:

- Exportation of soybean meal, whole soybeans, cotton seed meal, peanut meal, corn, wheat and sorghums.
- Development of a variety of soybean which will thrive in Portugal. Apparently none of the present varieties are suitable to local soil.
- Establishment of a country wide breeding service for both beef and dairy animals using only frozen semen imported from the United States. It is possible that this would not only be welcomed by the Portuguese government but perhaps even subsidized by it.
- Egg production, including raising of breeding stocks, hatching eggs, raising layers; processing and marketing of eggs.
- Broiler production, including raising of breeding stock, hatching eggs; and processing and marketing of broilers.
- Exportation of beef, both carcass and boned, fresh refrigerated and frozen.
- Establishment of any industry utilizing wood or wood pulp. Portugal's forest products industry is supplied primarily by eucalyptus and pine, both available at low prices.
- Quarrying of marble. Portugal has an abundance of many types and colors of excellent-quality marble which can be placed aboard ship at prices far below other European marble.
- Importation of Portugal's fine wines. Portugal has always been famous for its port wine, the quality of which is rigidly protected; but the country also produces fine table wines, red, white and rose, which are priced much lower than competitive European wines.

FOGG, this report's author, meets Lisbon trader.

Competition from EEC

U.S. businessmen are faced with competition from the Common Market and the European Free Trade Association. The Common Market countries in 1965 provided 34% of Portugal's imports and took only 20.7% of its exports. EFTA provided 21.8% and took 27.4%. The United States supplied 8.1% of Portugal's imports and took 10.6% of its exports.

There would appear to be ample opportunity for U.S. agricultural-business firms in this beautiful country that has so much to offer as a supplier to other areas of the world.

Market profile—Portugal

Area: 34,000 square miles. Mountainous in North, low in South.

Population: 9.1 million (Portugal, Azores, and Madeira). Capital, Lisbon, 813,000; Oporto, 315,000.

Economy: Still largely based on agriculture, forestry, and fishing. GNP in 1966, $4,182 million (preliminary) at current prices; $3,862 million, 1965; $3,117 million, 1964. National income about $400 per capita. Principal industries: Textiles, cork processing, leather goods, small metal wares, glass, ceramics, and food processing. Three year economic development plan provides for investments of $1.7 billion to be spent in continental Portugal and remainder in the overseas areas.

Agriculture: About one-half of active population in agriculture. Production handicapped by unreliable climate, eroded soils, and lack of modern methods of cultivation. Principal products: grains, fruits and wines.

Forestry: World's foremost cork producer. Important producer of naval stores.

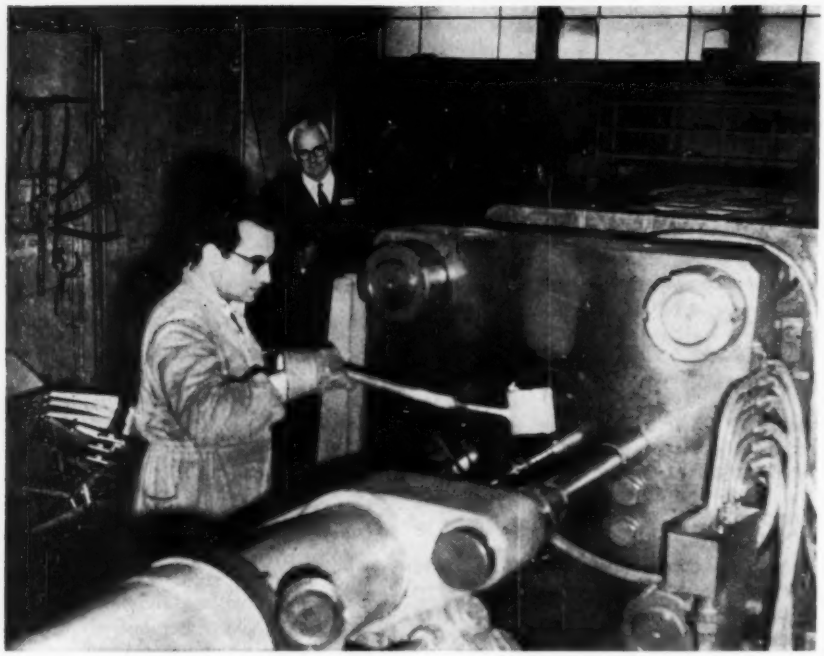
Fishing: Fish catch, 1965, 408,000 metric tons (excluding whales).

Imports: 1966, (nine months) $673.7 million; 1965, $923.6 million. Suppliers in 1965: United States, 8.1%; West Germany, 16.2%; overseas areas, 13.8%; United Kingdom, 13%. Principal imports: Machinery and industrial equipment, petroleum products, crude oil, raw cotton, steel mill products, wheat, corn, raw jute, and sisal. From U.S.: Wheat, steel mill products, industrial equipment, and raw cotton.

Exports: 1966, (nine months) $412.5 million, 1965, $576.5 million. Principal markets in 1965: United States: 10.6%; overseas areas, 25%; United Kingdom, 17.6%; West Germany, 8%. Principal exports: Cork, canned sardines, wines, textiles, jute manufactures, minerals and machinery. To U.S.: Sisal, cork, sardines, wines, textiles.

Trade policy: Most imports liberalized.

Finance: Currency, escudo; 28.75 escudos = US$1; 1966 budget receipts, $605.6 million; expenditures, $605.6 million. U.S. investment estimated at $90 million.



REDINGTON FISKE, the author of this report, watches a die-casting operation in Portuguese factory.

MISSION REPORT: INVESTMENT

Business firms in Portugal seek joint venture agreements

Participation by U.S. companies in resort development, and in various production enterprises, is sought

By REDINGTON FISKE

Among the most promising opportunities for U.S. businessmen in Portugal are those stemming from the modernization and expansion of manufacturing enterprises and the rapid growth of tourism. In both activities, joint venture participation is sought.

Portugal, a small but growing market for U.S. exports, is in many ways an economic paradox. Its currency, the escudo, is a hard currency backed by gold and foreign exchange reserves amazingly large for so small a country, and by a strictly maintained surplus in the balance of international payments.

This economic achievement has not been attained without some sacrifices. Purchasing power of the great mass of people is low. Lack of employment opportunities has resulted in a steady exodus of workers to other countries of Europe where labor shortages have existed. The rigidities of a controlled economy have achieved and maintained monetary soundness but have unquestionably retarded economic expansion.

Food production inadequate

A large part of Portugal's soil is not sufficiently fertile for diversified agriculture. Much land is devoted to forestry, and an enlightened policy of reforestation has been practiced for many years. Viniculture prospers in many regions—not only for production of port wine in the northern area (the Douro valley) but also for table wines in other areas.

Food production overall is not adequate to meet public needs and about 15% of total imports are comprised of agricultural products. Further, although between 35 and 40% of the active population is still engaged in agriculture, gross agricultural production currently represents only about 14% of gross national product.

Emigration has reduced the labor supply in some places and wage costs have risen in some areas, though not consistently. Members of the Trade Mission were told of wide disparities in labor costs in areas not many miles separated. Emigration has been beneficial, however, to the extent that remittances by Portuguese workers in other countries have contributed importantly to the country's sound balance of payments position.

Tourism spurts

Against this brief outline of Portugal's economic background, the Mission explored opportunities for business development of interest to U.S. commerce and industry. An important factor is the rapid—in fact almost astounding—growth of tourism. From fewer than 400,000 foreign visitors in 1961, the number is estimated at more than 2 million in 1966.

The influx of tourists, which seems destined to increase, has heavily taxed facilities. The luxury hotels and resorts of Lisbon and such environs as Estoril and Cascais, and of Algarve to the South, are solidly booked months in advance of the tourist season.

Much of the wealth of the moneyed aristocracy of Portugal is invested in land. Indeed this form of investment has been indulged in so heavily that prices in many areas have risen to levels difficult to justify.

There is now a widespread realization that the building of hotels, country clubs, golf courses and other facilities for tourists is a promising form of investment as well as being important to the economy of the country. Governmental approval of such projects has been quite liberal often including substantial tax benefits and financial assistance. (See accompanying article by Rosenbaum).

Many of the businessmen who approached Mission members were owners of extensive real property in the Algarve and other places in Portugal, including one in the heart of Lisbon itself. These men were hopeful of interesting U.S. hotel or motel chains, and other businesses experienced in resort development, to participate in joint ventures.

Other opportunities observed by the Mission related to the modernization of various manufacturing enterprises. Be-

cause of a seeming shortage of capital in Portugal, due in part to the absence of modern investment facilities and traditions, the financing of such modernization may require joint venture participation by U.S. firms providing new machinery and equipment.

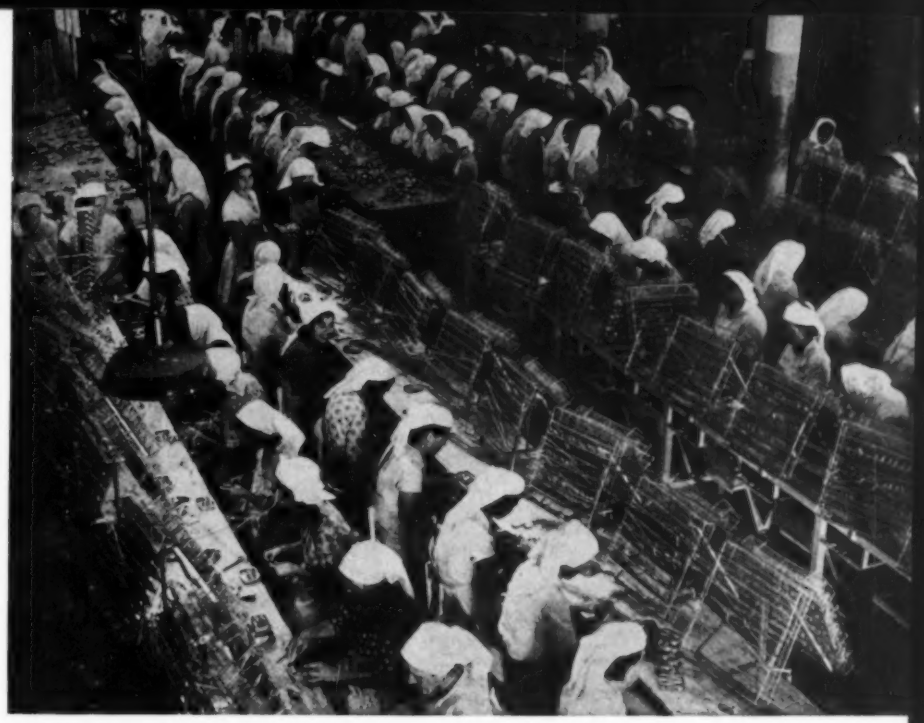
Most of the interest in purchasing from U.S. suppliers, expressed by Portuguese businessmen to this Mission member, involved joint ventures. The number of importers seeking new lines from the United States was quite limited. There was, on the other hand, substantial interest by Portuguese producers in obtaining new distributors or agents in the United States for products ranging from canned fish to cork, from specialized machine tools to hand carved toothpicks, from cotton yarn and handwoven rugs to fine wines and small yachts.

Of the investment opportunities, in most instances as joint ventures with Portuguese partners, there was considerable interest in new or expanded production facilities for pulp, paper, hardboard, particle board, chemicals, paints and varnishes, plastics, glass bottles, a complete beet sugar mill, a fertilizer plant, the processing of mixed animal feeds, and a canning plant for tomato paste concentrate.

Some of the investment projects presented to the Mission were in a form that indicated a serious lack of understanding of the factual information which an intelligent investor—American or other—must require. Other proposals included exhaustive reports based upon painstaking research and fact gathering.

Some of the investment proposals may be expected to materialize into mutually advantageous business in coming months; and some increase in two-way trade between Portugal and the United States seems certain to grow out of the contacts established in Lisbon and Oporto, and the interchange of ideas and views made possible by these meetings.

MEMBER FISKE talks with Portuguese businessman.



SARDINE CANNERY at fishing center in Algarve, Southern Portgual. Fish catch in 1965 was 408,000 tons.

MISSION REPORT: CONSUMER GOODS

Sales openings for U.S. products are limited only by the ingenuity and effort firms are ready to invest

Portuguese businessmen indicate preference for U.S. goods, but report apparent lack of interest by U.S. exporters

By CHARLES E. SNELL

It was immediately evident that U.S. producers of consumer goods know too little about Portugal, and that Portugal offers opportunities which must be analyzed and investigated in depth.

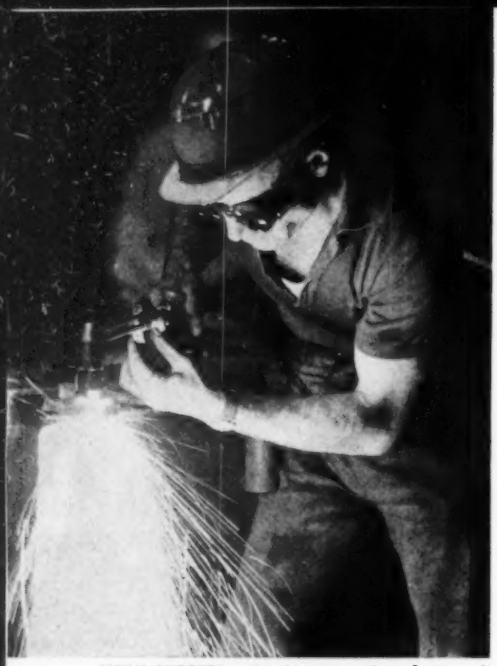
There are relatively few American products in the retail stores in comparison to goods from Italy, Germany, the United Kingdom, France and the Netherlands, and it appears that this market has been overlooked by American producers.

U.S. consumer products will therefore, have a slow period of initial market penetration.

Another factor which works against U.S. suppliers is that Portugal is a member of the European Free Trade Association, hence favoring its members.

However, there are opportunities, and good ones, and they will be limited only by the creative ingenuity of the American seller.

Portuguese businessmen told us that there was a seeming lack of interest in trade with their country on the part of the U.S. businessman. They were enthusiastic, however, about the quality of U.S. manufactures; their preference was for the "made in USA" label; and they recognize U.S. leadership in styling, labor saving home appliances and



METAL WORKER assists in construction of new unit at thermal power station on the Douro River outside Oporto, which will generate an additional 50,000 kilowatts of power. (World Bank photo.)

creativeness, especially in wash-and-wear and easy-care fabrics.

It was interesting to note that Portuguese consumers knew relatively more about us than we do about them. Their exposure to American periodicals, movies and television shows, the large number of U.S. tourists, passing through the country every year, plus the large number of Portuguese living in the U.S. have brought this about.

Portugal has a stable, gradually expanding economy, which is considered financially sound. The Portuguese currency has been one of the strongest in the world since World War II.

Lisbon has a population of about 800,000 and a deep-water port. Oporto, the second largest city, 200 miles North of Lisbon, with a population of about 300,000, is also a world port. Since Metropolitan Portugal is only 350 miles long and 140 miles wide and with good transportation facilities and good highways between the principal cities, market coverage is not difficult.

Portugal's import policy is being liberalized in some respects, with greater liberalization planned for the future.

As market possibilities are analyzed, consideration should be given to Portugal's overseas territories which contain an additional 13 million people, thereby offering an expanded market for Portuguese agents representing American suppliers. However, individual purchasing power is extremely low in the territories.

Portugal's principal suppliers have been Germany, Italy, France and the United Kingdom. However, economic development is now reaching a point where consumer trade patterns are being formed which will determine to a large extent the suppliers upon whom this country will depend for its imported consumer goods.

Therefore, this is the time for the American producer of consumer goods to convince Portuguese distributors that U.S. goods can be competitive.

The rate of economic growth has been increasing since 1953, when the Government introduced the first of a series of development plans, and is estimated to have increased a healthy 8% during 1966. The increase in the industrial sector was one of the highest in Europe.

It should be emphasized that the business climate in Portugal is decidedly favorable to American activities and initiatives.

There are few department stores and supermarkets as we know them, although there are three small department stores in Lisbon. The major volume of retail trade is done in specialty stores and small shops ranging between the two extremes of quality. Some of these stores cater to a low price market while others compare to the finest shops in Europe.

Retail stores do not stay open in the evenings, but by law one pharmacy must stay open in each district every night. This requirement rotates and the names of the stores that are open are published in the daily newspapers and listed at the other pharmacies.

Professional touch

Although the department stores are old and poorly arranged and merchandise displayed with little imagination, the specialty shops have bright modern facades with large windows and interior display done with taste and a professional touch.

There are no American-type drug stores, but pharmaceuticals are sold at the pharmacies and toiletries at the perfumer—American brands are much in evidence and readily available. Pharmaceuticals, because of government controls, are cheaper to the consumer than their equivalents in the U.S.

Little American merchandise is seen in the shops or department stores, and that which is available costs two to four times what it retails for in the U.S.

One reason is that most stores operate on a generally higher mark-on than American stores do. The other reason, and the principal one, is that this market has not been penetrated by our American sources of supply sufficiently to create a competitive supply of U.S. products.

This is borne out by the fact that European manufacturers have found Portugal a good market for their goods, although generally there are no tariff advantages over the U.S.

Many Portuguese merchants told mission members that they prefer the American label, make and style over all of the others.

There are certain specifications that should be followed in selling in Portugal, for example—voltages of 210, 220-a.c., 50 cycle are required for electrical goods. Directions for the operation of mechanical appliances should be printed in Portuguese—although some of the literature attached to some of the German and Netherland consumer products was printed in German.

In the area of men's and women's apparel the American sizing is satisfactory. Commercial production of wearing apparel in Portugal is carried out on a limited scale—and in the principal population centers of Lisbon and Oporto, and in some of the larger towns, some retail establishments manufacture wearing apparel in their own workshops for sale over their own counters.

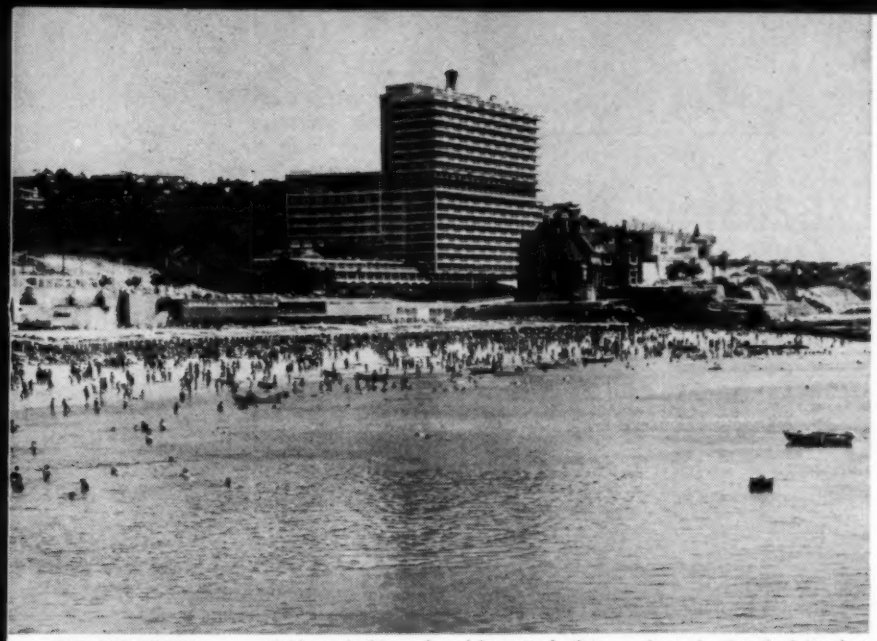
With the exception of raincoats, knitwear, and underwear and men's shirts most of the clothing has been made by hand in the home or by tailors and dressmakers.

However, this pattern is changing and we were told would change more rapidly if American sources of supply were more readily available. The principal foreign source of outerwear for women and children is Italy. The leading clothing items imported from the United States are corsets and brassières and cosmetics.

There is a growing market in Portugal for the following classifications of American merchandise: foundation garments —brassières and girdles; men's sport shirts made of synthetic, easy care type fabrics; men's sport clothing, shoes and neckwear; for children corduroy and levi-type jeans; women's underwear of all types; women's hosiery; generally all types of better quality consumer goods, where transportation costs and import duties become less important in relation to the price—for example, luxury items; and electric refrigerators, home laundry equipment, table appliances, electric and gas cooking ranges and room heaters.

Domestic production of the above items is very small and practically all parts of local manufactures are imported principally from Europe.

It cannot be over-emphasized that Portugal is an untapped market for American consumer goods.



TAX EXEMPTIONS are available to builders of useful tourist facilities, such as the Estoril-sol Hotel at Cascais Beach, above. Portugal's income from tourists rose by over 40% in 1965.

MISSION REPORT: TOURISM

Rapid growth in travel to Portugal points to potential for U.S. sales

Government offers tax, other incentives for builders of hotels and motels; expanding food industry seen

By DANIEL ROSENBAUM

Expansion of tourism in Portugal soon will throw open the door for greatly increased U.S. trade with that country.

The first and most obvious opportunity for American business is to equip and supply the hotels that will have to be built to accommodate the ever increasing number of visitors.

Almost every article used for building and operating an efficient hotel will be needed. Door and window frames must be installed. Hardware must be included. There will have to be elevators and electrical fixtures, heating and air conditioning. Restaurants and dining rooms will require refrigeration. Almost everything must be supplied—from door knobs to detergents, soaps, and polishes.

The growth of the tourist trade in Portugal is a fine example of what can be achieved through cooperation between Government and private enterprise.

One of the oldest independent countries in Europe, Portugal is one of the latest to receive the nod of favor from international tourists. Recently, in increasing numbers, tourists have discovered that Portugal has a mild, sunny climate, tempered year-round by the Atlantic Ocean. It has a varied and beautiful landscape; fine sandy beaches and rolling hills. The people are friendly and hospitable. All of these natural and human resources have attracted tourists to Portugal.

Government helps

An important contribution also has been made by the Portuguese Government. A 1956 decree declared that "it is the place of the State to promote the expansion of tourism in Portugal" and that the State should "guide, supervise, and co-ordinate public departments, professional activities, and private initiative in this field".

The Government's deliberate effort to attract tourists to the country has born remarkable results. From 514,000 tourists in 1963, the total jumped spectacularly to more than a million in 1964—an increase in one year of 96%; and in 1966, the Government estimates the number at more than two million.

These visitors came from many countries. Spain, which is closest, sends most tourists—592,000 in 1965. Spain is followed by the United Kingdom, United States, and France, and more than 200,000 came from other European countries in 1965.

The picture of the tourist trade in Portugal is as bright financially as it is quantitatively. In 1964, tourists spent $121 million in Portugal, an increase of 62% over the previous year. In 1965 the tourists left behind almost $170 million—more than the income to the Portuguese economy from traditional exports, such as cotton thread and cloth, coffee, wine, cork, and sardines. The Portuguese Tourist Board estimates receipts from tourists in 1966 at more than $195 million.

Thus tourism is the most prosperous and rapidly growing sector of the Portuguese economy, and U.S. business should look to the opportunities that arise from providing hotels, food, services, transportation and amusement for these visitors who have money in their pockets to spend.

More hotels

From 1300 hotels in 1963, the total grew to 2126 by 1965. These units, containing 29,000 rooms in 1963, increased to more than 53,000 rooms with 104,000 beds in 1965. In addition, 2669 rooms, to provide 5300 new beds, were in process of construction.

The Portuguese Goverment, by suitable legislation, has created a favorable climate for building new hotels and motels for tourists. These new enterprises, when classified as useful tourist facilities, are exempted from property and industrial taxes for 10 years, and are assessed at only 50% for the following 15 years.

Purchase of property intended for use as a hotel or tourist facility is exempt from payment of transfer tax, and from gift and inheritance taxes. Hotels also frequently can arrange exemption from customs duties on building materials and furnishings.

The Portuguese law provides for guarantees and subsidies that, in effect, share in the capital investment in tourist facilities. The Government makes interest-free loans of up to 50% of the capital investment, repayable in 20 annual installments, starting in the sixth

year after the business begins to function.

An expanded Portuguese food industry will inevitably result from the influx of tourists. New canning and freezing plants will be built, as local industry expands to feed the visitors, opening a market for complete processing factory lines. Belts and conveyors, blanchers and extractors, retorts and compressors all must be bought.

Warehouses will have to be built and equipped. This entails elevators and lift trucks, as well as lighting and ventilating fans.

Other opportunities have been opened in Portugal for U.S business:

- There is a need for refrigeration and air conditioning for hotels and restaurants.
- Tourist automobiles as well as local cars, increasing because of the growing prosperity of the Portuguese, will create a need for roadbuilding machinery.
- Several American soft drinks already are being sold successfully in Portugal and there will be a market for others.
- Beach equipment will be needed.
- Golf clubs, tennis racquets and other sporting goods can be sold.
- Small pleasure boats made of fiber glass can be sold to Portugal, especially if shipped unassembled and assembled there.

TOUREX/67 to be held in Barcelona

Tourism in Portugal will get a boost June 1-15 at the International Samples Fair in Barcelona, Spain, where the Commerce Department will undertake a major export promotion.

U.S. firms will be participating in TOUREX/67, the first of three such exhibitions designed to enable tourism-related goods to have maximum exposure to growing markets.

The U.S. Exhibit at Barcelona will be specifically aimed at Portuguese tourism, food service, and lodging industries, as well as the markets in Spain and northern Africa.

For details on participation in the Barcelona—and later Germany and Yugoslavia exhibitions—**write:** Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, telephone Area Code 202, WOrth 7-4810.

MISSION REPORT: INDUSTRY

Expansion of manufacturing plants in Portugal spurs market for new equipment; U.S. sales effort lags

Variety of industries are expanding, new ones entering from other areas; U.S. firms slow in establishing there

By W. E. CARROLL

U.S. suppliers have an opportunity to sell their industrial equipment to new and expanding Portuguese factories.

Mission members found, however, through plant visits and observation and discussion, not only a lack of U.S. tools and machinery but also of sales effort by U.S. firms.

The generation and use of capital is basic to the economic development of any country, and in this respect the situation in Portugal is not good.

Capital a problem

A maximum legal rate of interest on deposits of 4 to 4½% causes money to seek higher rates elsewhere, consequently bank deposits are low and lending capacity limited. Some banks, however, try to make up for this deficiency by aggressively promoting Portugal's natural assets and business activities.

The largest private bank, the Banco Portugues do Atlantico, publishes detailed directories listing exporters and importers, and a Business and Economics Newsletter issued monthly in several languages.

Realizing too, the limited channels for investing in commerce and industry by the average citizen, this bank also started a Mutual Fund a year ago which has now grown to a $15 million size, and is considered to be a great success.

The favorable climate induced by Government tax reductions for new industry, capital repatriation and many other incentives have helped bring about a rise in foreign investment in Portugal from $9.9 million in 1964 to $24 million in 1965.

Portugal has a relatively thriving chemical industry with new refineries, petrochemical and fertilizer plants in the planning stage or under construction.

Portugal is one of the largest suppliers of textile imports into the United States. Its textile machinery is for the most part imported, a considerable quantity from the United States, although several Portuguese manufacturers of the smaller models of such machinery are doing well.

Several American and European automobile companies have motor vehicle assembly plants in Portugal. All the plants are modern and apparently quite efficient.

There is no domestic Portuguese automobile, although it is interesting to note that 1962 figures show Portugal as having 21 automobiles per 1,000 people, against 14 in Spain, 7 in Greece and 2 in Turkey.

This is not entirely surprising, considering the annual domestic growth rate of 6.9% during the Second Development Plan of 1959-64. Approximately 40,000 vehicles were assembled in 1965, which were supplemented by additional cars purchased directly from abroad.

Portugal can offer low manufacturing costs, with the lowest wages on the Continent. Portuguese industries, especially those equipped with modern machinery and management methods, can penetrate markets far beyond its borders, to the 100 million people of its partner nations in the European Free Trade Association, its overseas provinces, and possibly by 1970, to the European Common Market itself.

A cross section of average Portuguese wages listed by the Banco Portugues do Atlantico shows purchasing agents earning about $130 per month, while secretaries and typists earn $60 and $52 per month, respectively. Daily wages for carpenters, masons, toolmakers and engravers average $1.75, and daily rates for unskilled labor range from 80 cents to $1.75.

Alert enterprises outside Portugal are establishing plants there rapidly.

Grundig of Germany, with an initial

work force of 350 which is due to reach 1,000 in 1967, is presently assembling 500 radios daily, and plans to assemble TV sets using German components.

The Ferreirinha Co., in a joint venture with Oerlikon of Zurich, is making machine tools to satisfy an internal demand which is growing at the rate of 12% annually, plus an expanding export market. A large Government loan assisted this joint venture, of which Oerlikon will own 36%.

Other new ventures include a large Portuguese-Japanese synthetic fiber plant for the export market; also Glaswerk Ruhr, a German firm is opening a glass plant with a daily output of 100 tons, and later, 300 tons, mainly for bottles.

One hundred and twenty-two new manufacturing concerns were set up in 1965 with foreign capital participation. Thirty-four were British, 23 German, and 19 Spanish. U.S. capital was involved in nine of the new operations.

Chicago of Portugal

Oporto seems to be the Chicago of Portugal—hustling, dynamic, with less emphasis on old family connections and wealth than on enterpreneurial success. Dozens of old and newly established manufacturers in modern, well laid out and well-equipped plants dot the landscape or are clustered in industrial areas, with new housing attracting skilled and semi-skilled workers.

The Mission visited a 70,000 sq. ft. plant with good equipment making pistons, rings and sleeves, with a good engineering department. Even more impressive was the new plant of an established company making looms and assembling and servicing U.S. textile machinery for which they are agents.

There was also a 100,000 sq. ft. plant, modern in every respect, doing high volume and complex die casting work. The plant employs 400 shop and 100 indirect workers, roughly divided between men and women. The shop workers, particularly the women on repetitive operations such as drilling and finning, worked at very high speeds for $1 a day. The work arrangements were very efficient, with no lost motions in either handling the work or in machining operations.

The plant's mold making shop, as fine as any in America, was a real eye-opener. Neat, spotlessly clean, this shop makes molds for injection plastic machines, and exports many of them to the U.S. Being able to make their own molds at low cost, they also have a thriving plastics business, making products ranging from small clasps for women's garments to large tote pans for industry.

UNLOADING CRANES at the harbor in Oporto are run by electricity generated by the Tapada do Outeiro thermal power plant on the Douro River near Oporto. A third unit will be installed there.

Another eye opener was a machine tool plant making lathes, radial and bench drills, and other types of machine tools, as well as diesel engines under contract. Their rapidly growing exports have required the building of a new foundry and manufacturing facility five times as large in another location.

When mission members remarked on the absence of U.S. machine tools in most of these plants, it was explained that although U.S. quality and service are preferred, no one ever tries to sell them U.S. tools. Most equipment was German or Swiss, with some English and a few American. This observation that U.S. business was not export-minded and not interested in establishing foreign plants was heard generally throughout our travels.

The Mission was shown a model of a 300,000 sq. ft. exhibition hall, beautifully landscaped, with restaurants, and parking space for thousands of cars, which is due to be started this year for completion in 1969. This should attract many trade shows and exhibits and demonstrate to foreign visitors the progress Portugal is making.

Interviews revealed that the majority of Lisbon businessmen were interested in buying U.S. goods and equipment, or seeking representation for U.S. firms. In the dynamic manufacturing city of Oporto, the businessmen were anxious to explore U.S. markets as an outlet for their ever-growing productive capacity. Both kinds of international trade are necessary and there are countless opportunities for U.S. businessmen to sell their industrial equipment to these new and growing Portuguese plants, as well as the ancillary equipment for the office, control and commercial requirements that follow.

Takeoff point

So far, U.S. business has been dilatory in developing this market for its products, or in establishing plants here to better compete in world markets. Visits to plant after plant resulted in the firm conviction that Portugal is at the takeoff point industrially.

American businessmen who explore and take action on these opportunities will find their efforts and financial returns well worthwhile.

PORTUGUESE WORKERS are stripping bark for one of the country's major export items, cork.

MISSION REPORT: RESULTS

Interviews with businessmen in Oporto, Lisbon produce almost 200 specific leads

Members talk with Government officials and bankers, visit plants

By SAMUEL J. CERRATO

Portugal, a country whose economy is in the process of development, could be an excellent market for U.S. goods and services.

The Mission, which carried with it 195 business proposals on behalf of the U.S. business community, visited Lisbon Nov. 2–8. At its Business Information Center in the Hotel Ritz, where several hundred trade publications were displayed, the Mission interviewed 125 Portuguese businessmen. It developed 81 specific trade opportunities and 33 investment opportunities in the Lisbon area.

In Lisbon, the Portuguese Minister of Foreign Affairs, the Minister of Economy and the Secretaries of State for Commerce and Industry received the Mission. Meetings were held with the Lisbon Commercial Association, the Portuguese Industrial Association of Lisbon, and the Board of Directors of the Banco Portugues do Atlantico, Portugal's leading commercial bank. Mission members visited one of the largest farms in the area, a pottery works, a large olive oil refinery and an ordnance materials plant.

Nov. 9–11 was spent in the industrial area of Oporto where the Commercial Association of Oporto offered its assistance and the facilities of the Palacio da Bolsa for a Business Information Center. The Mission was received by the Civil Governor, the Mayor, and the Industrial Association of Oporto. Members conducted 108 interviews and developed 52 trade opportunities and 33 investment opportunities; they visited a silverware manufacturing plant, a die casting plant, a winery, a fish cannery, a piston plant and a textile plant.

Opportunities developed by the Mission indicate a strong demand in Portugal for construction equipment, special industry machinery and a wide range of consumer goods—from appliances to paper products and novelties. These results, however, are not surprising in view of Portugal's attempts to increase industrialization and the rise of the purchasing power of its citizens.

Portugal has one of the highest annual average economic growth rates of all the eight European Free Trade Association countries (Austria, Denmark, Finland, Norway, Portugal, Sweden, Switzerland and Great Britain). Wages of factory workers have increased about 21% in the past five years while the cost of living index has risen by only about 12.5%.

The Government has taken measures to control inflationary tendencies and has instituted a series of development plans to accelerate the growth of the country's economy. Thus, Portugal should continue as a growing market for U.S. goods.

GROWING INDUSTRIALIZATION in Portugal provides strong interest in construction machinery and equipment, as evidenced during Mission interviews. Below, modern cement plant at work.

Local computer show draws executives to London Trade Center

Seven firms find excellent market for specialized U.S. equipment

Whatever popular British newspapers may have had to say lately about American computer exports—and some comments have been pretty harsh—the British buying public is certainly in favor of U.S.-engineered equipment.

In a locally mounted four-day show at the U.S. Trade Center in London last month, seven companies forecast sales of $875,000 worth of desk-top computers and calculators—and this after less than three weeks of lead time in which to prepare and promote the exhibition.

Director Donald S. Kilby said at the close of the show, "This was a crash operation requested by British importers of American-made small sized electronic computers and calculators.

"By the time we had all-round agreement we had less than three weeks in which to produce and distribute tickets, catalogs, direct mail letters, press material and, of course, to develop mailing lists. Everyone pitched in—exhibitors, Trade Center staff and our market development contractors—and, in all, we contacted some 5,500 potential buyers." Of these, 778 turned up at the show.

Press response good

Invitations to a press preview were sent to 86 trade journals and 40 attended the preview, while another seven took time to visit the show during its four-day run, a response of better than 50 per cent.

As Geoffrey Cox, market development officer to the show, told exhibitors at a briefing session, "These journalists know their markets as well as any salesman and the fact that they have turned out in such number to see this equipment is a measure of the interest that exists in Britain for American-made small sized computers and calculator equipment."

Verification for the statement came within a week after the show, when Denis Mills, British sales manager for the Mathatronics Division of Barry Wright Corp. of Waltham, Mass., phoned the Trade Center to report immediate results. A British government agency had placed an order for a complete Mathatron scientific computing installation for use in nuclear physics research; a major motor manuacturer had promised a similar order and a third was in the offing from a research association. If all three come to fruition, they will account for some $45,000 worth of business, "And this is all within days of the show", said Mills. "Most people are putting off their decisions until the New Year. Then we will be really busy."

"This show was a great success because of two important factors," said Kilby. "First, the tremendous enthusiasm of the exhibitors and the effort they put into getting the show on the road. They contacted some 4,000 potential buyers, taking our printed material almost literally wet from the presses in order to give people as much time as possible to make up their minds to come to the show. Second, the undoubted size of the market that exists in Britain for this type of equipment. We had all kinds of people, from small theater booking agencies to major manufacturing organizations and insurance companies lining up to examine the machines we had to offer.

"I am convinced that, given a representative selection of new American desk-top computers and adequate time for market development and press relations, we could put on a full 10-day show in London that would break all records for attendance and for business forecasts."

DEALING WITH BUSINESS INQUIRIES at the booth of Mathatronics were company vice president Charles French (far left) and British sales manager Dennis Mills (center). They showed desk computers.

BAUMA construction machine fair set for March in Munich

The 1967 edition of the BAUMA International Construction Machinery Fair is now scheduled for March 11-19, in the Oberwiesenfeld section of Munich. Because the fair area will be developed into a center for Munich's 1972 Summer Olympic Games, the BAUMA will be held there for the last time in 1967.

About 700 German and foreign firms, mostly manufacturers of machinery for home and road construction, will be represented in the 1967 BAUMA.

Write: BAUMA, 8 Muenchen 25, 7 Radlkoferstrasse, Germany.

Ivory Coast announces air show to be held in Abidjan

An International African Aerial Assembly has been scheduled for March 27-April 2, in Abidjan, Ivory Coast. Sponsored by the Aero-Club of Abidjan, the assembly will include static exhibits, an air rally, and an air show.

U.S. manufacturers of light aircraft and ground support equipment have been invited to participate in the exhibits and in the demonstrations. The rally is expected to draw teams from at least 35 African and European countries.

Write: Mr. J. Mercier, Bort-Bouet, B.P. 6250, Abidjan, Ivory Coast.

Aircraft sales soar at Stockholm exhibit

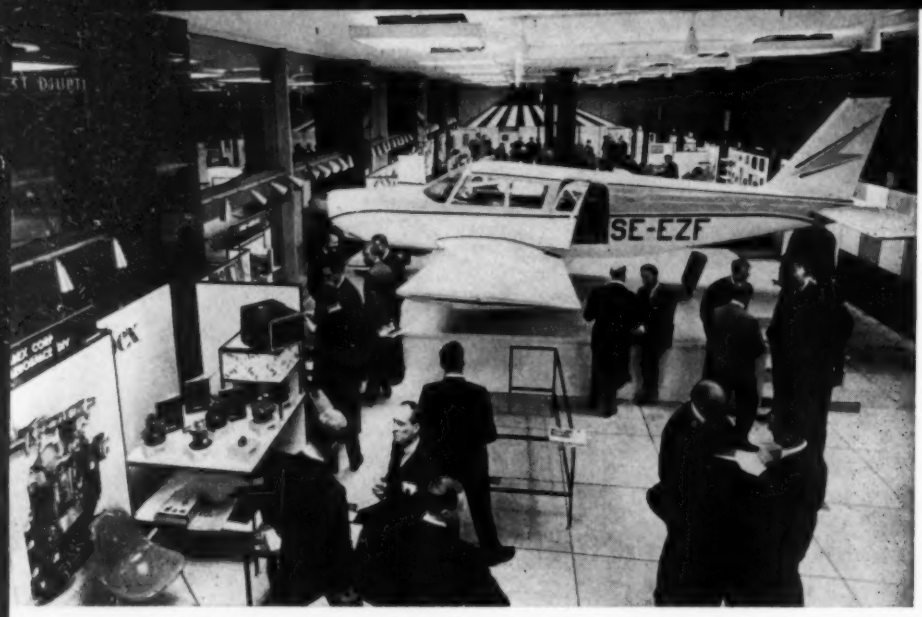
Two complete aircraft and a helicopter used the U.S. Trade Center in Stockholm as a hangar from Dec. 1-9 for a civil aircraft and aviation equipment exhibition in which 12 U.S. firms were represented. By the close of the show, visitors numbered over 1,500 from throughout Scandinavia.

The show was mounted to cater to the growing interest among Scandinavian businessmen in company-owned aircraft, as well as to acquaint those already actively engaged in aviation with American-made electronic instruments, maintenance and assembly equipment, and replacement parts.

The three participants who exhibited aircraft expect to sell at least 20 airplanes or helicopters, valued at $700,000, during the next 12 months based on serious contacts made during the show. Statistics on the results of the show reveal that 899 of the 1,509 visitors were registered as being in the trade.

Actual off-the-floor sales amounted to $10,000 and projected sales during the coming year totaled $745,000. One new distributor agreement was also under negotiation at the end of the show.

The quality of show visitors caused the sales director of the Swedish representative for Piper Aircraft Corporation to comment: "We frankly did not know there were so many serious potential customers. We have been in a number of exhibitions, but the quality of visitors at this show was by far the best."



OVERALL VIEW of Trade Center exhibition floor on opening day shows interested customers discussing sales terms with Swedish agents for U.S. firms (above). Maintenance tools and test equipment were shown (below) by Cleco Tools' Swedish representative, supplementing the complete aircraft displayed.

GROUNDED BY BAD WEATHER, Cessna's exhibit of a single-engine executive airplane (below) arrived a day after the opening of the show, but drew crowds of interested buyers during the remaining days.

LIGHTWEIGHT RADAR UNIT is shown to a potential customer by a representative of RCA, which also showed light auxiliary electronic equipment.

TOKYO TRADE CENTER

Buyers lists bring success

Catalog potential customers; invitations bring them in to view U.S. electronics equipment

Steadily working its way into the corporate maze of Japan's commercial and industrial life, the U.S. Trade Center in Tokyo has developed comprehensive contacts with the decision-makers who are the real target audience for its trade shows.

After three and one half years in operation and the staging of 24 exhibitions in fields ranging from business machines to aviation equipment, the Trade Center staff now has two lists with almost magical pulling power.

One of these, a refined list of 15,000 executives or advisers in key buying roles, has been incorporated into an automated invitation system. The other is a back-up list of the 52,000 Japanese businessmen who have shown interest in U.S. products since the opening of the Trade Center.

How important this reservoir of up-to-date information can be was demonstrated most recently at the exhibition of U.S. production equipment for the electronics industry.

Lists pinpoint buyers

In this instance it supplied names of 11,500 persons to whom invitations were sent. In addition, the Trade Center staff developed a secondary list of 21,800 names from industry association sources in Japan and from the names supplied by agents of exhibiting companies. With this kind of coverage the exhibition was firmly headed toward the success it achieved—an attendance of more than 5600, resulting in immediate sales of $511,391 and projected 12-month sales of $3.1 million.

Exhibitors praised especially the well-selected audience at the exhibition.

"The show was . . . attended by the right type of visitors," according to export manager Rolan R. Stoker, Jr., of Scientific-Atlanta, Inc.

"I believe 100% of the potential Japanese market has seen our machines at this show"—President Milton Stoll of Research Instrument Co., Inc.

"We were able to contact all of the local manufacturers interested in our products," said Wayne Logan of Axion Corp.

". . . interested people, not just lookers," said Floyd C. Eubanks, president of Eubanks Engineering Co.

Richard Scudder, export sales manager of Chemcut Corp., said "The trade coverage given by the Trade Center could not have been attained by us in as short a time. I calculate it would have taken us another one or two years to make the contacts achieved at the demonstrations at the Trade Center."

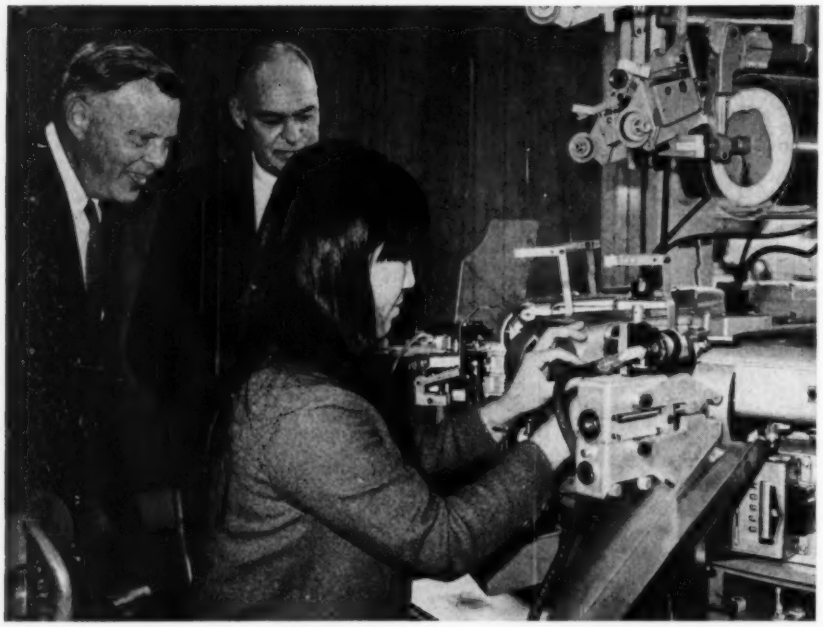
The Tokyo Trade Center, as one of six conducted overseas by the U.S. Department of Commerce, benefits from the tested procedures developed by experiences at each and now common to all. But Japanese buyers differ from those who come to the other Trade Centers in London, Frankfurt, Milan, Bangkok and Stockholm, and the staff in Tokyo has been free to adjust its procedures with its own buying audience in mind.

Key persons invited

The general invitation list for an exhibition is carefully screened to assure that invitations are sent to all important companies and, when possible, that these are addressed to all the persons believed to have an important role in the decision process.

In Japan, inviting only the company president may not achieve any results if he is not the person who makes the buying decisions. The Japanese custom is to send a third or fourth echelon person to view the show first. If his report is favorable, someone at the next higher level comes, and so on until top level management makes an appearance. The result is that the quality and quantity of visitors to the Tokyo Trade Center increase as the show progresses.

PRODUCTION EQUIPMENT FOR THE ELECTRONICS INDUSTRY was displayed at the Tokyo trade show last fall. Here, visitors watch a demonstration of soldering equipment of Electrovert, Inc.



COIL WINDING MACHINE displayed by the Leesona Corp. at recent Tokyo Trade Center Show of production equipment for the electronics industry is viewed by U.S. Ambassador U. Alexis Johnson (l.).

This is but one of many local customs on which the Tokyo Trade Center advises its exhibitors to assure that their displays will receive the fullest possible exposure to persons able to make decisions on purchasing, distributing, representing or promoting the products involved.

With a few exceptions, Japanese firms do not have individuals or offices solely concerned with company purchasing requirements. First steps to consider buying a product may come from a variety of sources. Then it must be duly considered by a number of people who may or may not be directly influenced by the purchase. Only after a unanimous decision has been reached can action be taken.

Blue ribbon invitations

Special attention is given to the opening ceremony and the reception following. Invitations are sent in the name of the Commercial Counselor to a "blue ribbon" list of potential buyers furnished by the exhibitors.

An additional attraction provided by the exhibit is the opportunity offered to key representatives of U.S. and Japanese industry to discuss the state of the particular industry in each country. Because of the efforts of the Trade Center staff to evaluate thoroughly the Japanese representatives before selection, the encounters have proven fruitful both to the U.S. participants and to the Japanese business community.

The regularly scheduled business briefings by the American Chamber of Commerce in Japan, the special trade press conferences, and the "Industry Meets Industry" meetings with Japanese manufacturing counterparts as well as major buyers are highlights of each show.

Caustic soda plant to be built in India

Operation to help meet growing demand by many industries

A new caustic soda plant will be established in the eastern part of India by the Jayshree Chemicals Ltd. which involves a total investment of about 48 million rupees ($6.4 million), including provision for marginal working capital.

The project is being sponsored by the Bangur Group, a leading Indian industrial group with interests in jute, textiles, paper, cement and other enterprises.

The Jayshree plant is being established at Ganjam on the coast of the State of Orissa, about 300 miles southwest of Calcutta.

Operation of the plant will provide employment for about 275 people in an area where there is little industrial activity now. The undertaking is also expected to stimulate local production of salt, the main raw material for making caustic soda.

Demand exceeds supply

Industrial demand for caustic soda in India has been rising at an average annual rate of about 15% in recent years and has for some time exceeded domestic production.

The Jayshree plant will have an annual capacity of 16,500 tons and will supply caustic soda to such industries as pulp and paper, textiles and aluminum.

An essential byproduct of the operation will be chlorine, used as a bleaching agent in the production of textiles and pulp and paper.

The International Finance Corp. (IFC), an affiliate of the World Bank, has become a share holder in Jayshree Chemicals Ltd. as part of a $1,155,000 commitment to complete the financing for the new plant.

IFC's commitment consists of a subscription to ordinary shares of Rs. 787,500 (about $105,000); a 10-year loan of $840,000, bearing a bank guarantee; and the purchase of $210,000 principal amount of convertible debentures, denominated in U.S. dollars.

Share capital subscribed

Share capital of Jayshree, made up of both ordinary and preferred shares, has been subscribed by the Bangur Group and by several Indian financial institutions, together with individual investors, to whom a public offering was made in early 1966.

Long-term loan capital has been provided by the State Bank of India, the Industrial Finance Corp. of India (IFCI), the Bangur Group and through French suppliers' credits, while a rupee convertible debenture issue has been taken up by IFCI, the Industrial Credit and Investment Corp. of India and the Industrial Development Bank of India.

The International Finance Corp. has now made a total of $11.9 million in commitments to Indian enterprises, to finance production of textile machinery, alloy steels, ball bearings and pumps, among other items.

Included in this total is a commitment of $1.2 million made in 1964 to Fort Gloster Industries, also controlled by the Bangur Group, to help the company expand its electric cable manufacturing facilities.

U.S. Executive Order implements UN economic sanctions on Rhodesia

Violators subject to fines of up to $10,000, ten year prison terms; allowances made for transactions begun prior to order's issuance

The United States Government has acted to implement the United Nations Security Council Resolution of December 16, 1966 which imposed selective mandatory economic sanctions against Southern Rhodesia.

An Executive Order signed January 5 prohibits the import of nine groups of commodities from that country—asbestos, iron ore, chrome, pig iron, sugar, tobacco, copper, meat and meat products, and hides, skins and leather. The order also applies to goods made from the basic products enumerated.

Dealing in such products or their shipment in vessels or aircraft of United States registration is similarly forbidden.

In addition, shipments to Southern Rhodesia of U.S. arms, military and nonmilitary aircraft and motor vehicles, and petroleum and petroleum products are embargoed.

The order delegates authority to the Secretaries of State, Commerce and Treasury to issue regulations implementing the terms of the UN resolution's restrictions. These regulations are expected to be announced shortly, to be effective from January 5.

The President acted under powers granted him by the Congress in the United Nations Participation Act of 1945. The Act provides for fines up to $10,000 and/or imprisonment for not more than ten years for violation or evasion of any order, rule, or regulation issued by the President to enforce economic and communication sanctions of the Security Council which the United States is called upon to apply.

Hardship cases

Provision will be made, however, for cases of undue hardship created by transactions commenced prior to the issuance of the Executive Order.

The Resolution of December 16 is the culmination of year-long UN efforts to have its members break off economic relations with Southern Rhodesia, following that British colony's Unilateral Declaration of Independence on November 11, 1965. Previous U.S. activity in restricting foreign trade with Southern Rhodesia has included adherence to the UN Resolution of November 20, 1965, which requested voluntary economic sanctions, the embargoing of arms shipments, military equipment and related items, and the suspension of 1965 and 1966 import quotas for Rhodesian sugar.

The United States called upon American firms to comply also with British Orders-in-Council by avoiding trade in commodities of significant importance to the Rhodesian economy, including petroleum.

On March 18, 1965 the Department of Commerce, under the Export Control Act, extended control over all commodities destined for Southern Rhodesia except those deemed to be of a humanitarian nature.

The most pertinent sections of the Executive Order for U.S. exporters are:

The following are prohibited effective immediately, notwithstanding any contracts entered into or licenses granted before the date of this Order:

The importation into the United States of asbestos, iron ore, chrome, pig-iron, sugar, tobacco, copper, meat and meat products, and hides, skins and leather originating in Southern Rhodesia and exported therefrom after December 16, 1966, or products made therefrom in Southern Rhodesia or elsewhere;

Any activities by any person subject to the jurisdiction of the United States, which promote or are calculated to promote the export from Southern Rhodesia after December 16, 1966, of any of the commodities specified above originating in Southern Rhodesia, and any dealings by any such person in any such commodities or in products made therefrom in Southern Rhodesia or elsewhere, including in particular any transfer of funds to Southern Rhodesia for the purposes of such activities or dealings; provided, however, that the prohibition against the dealing in commodities exported from Southern Rhodesia or products made therefrom shall not apply to any such commodities or products which, prior to the date of this order, had been imported into the United States;

Shipment in vessels or aircraft of United States registration of any of the commodities specified above originating in Southern Rhodesia and exported therefrom after December 16, 1966, or products made therefrom in Southern Rhodesia or elsewhere;

Any activities by any person subject to the jurisdiction of the United States, which promote or are calculated to promote the sale or shipment to Southern Rhodesia of arms, ammunition of all types, military aircraft, military vehicles and equipment and materials for the manufacture and maintenance of arms and ammunition in Southern Rhodesia;

Any activities by any person subject to the jurisdiction of the United States, which promote or are calculated to promote the supply to Southern Rhodesia of all other aircraft and motor vehicles, and of equipment and materials for the manufacture, assembly, or maintenance of aircraft or motor vehicles in Southern Rhodesia; the shipment in vessels or aircraft of United States registration of any such goods destined for Southern Rhodesia; and any activities by any person subject to the jurisdiction of the United States, which promote or are calculated to promote the manufacture or assembly of aircraft or motor vehicles in Southern Rhodesia, and

Any participation in the supply of oil or oil products to Southern Rhodesia by any person subject to the jurisdiction of the United States, or by vessels or aircraft of U.S. registration, or by the use of any land or air transport facility located in the United States.

New rules issued under PL 480 affect suppliers

U.S. suppliers of commodity and ocean transportation under Public Law 480 are being alerted to new regulations governing the financing of commercial sales of agricultural commodities. These regulations apply to purchase authorizations issued in connection with sales agreements with foreign governments under the Agricultural Trade Development and Assistance Act of 1954, as amended Nov. 11, 1966.

The provisions relating to contracting and documentary requirements will be embodied in the regulations instead of being included in purchase authorizations.

The new regulations will be published soon in the Federal Register and interested parties may want to avail themselves of a copy to assure that they are operating in compliance with the new rules and the purchase authorization until such time as copies of the regulations will be printed and distributed by the Program Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture.

SIGNING AGREEMENT IN WASHINGTON, Assistant Secretary of Commerce for Domestic and International Business Alexander B. Trowbridge (left) and Philippine Secretary of Finance Eduardo Z. Romualdez implement the joint treaty which will give the Philippines access to U.S. shippers' declarations.

U.S.-Philippine accord settles export document impasse

Philippines will be given limited access to U.S. export shippers' declarations; move aimed to solve massive smuggling problem

On January 4, U.S. and Philippine Government representatives signed an agreement providing for joint cooperation on matters of customs administration.

Under that agreement, the Philippine Government will be given limited access to U.S. Shipper's Export Declarations (SED's) filed during the six-month period beginning January 16.

The accord was negotiated by Assistant Secretary of Commerce for Domestic and International Business Alexander B. Trowbridge for the United States, and Secretary of Finance Eduardo Z. Romualdez for the Philippines.

The Philippine Government will also be given, for the same six-month period, special statistical compilations which the U.S. Bureau of Census will prepare on a monthly basis showing high and low unit prices of particular U.S. products exported to the Philippines.

For its part, the Philippine Government will review and revise, as appropriate, its various import documentation requirements and regulations, with a view toward simplifying trade transactions between the U.S. and the Philippines.

It will also take steps to ensure that imports of textile remnants from the U.S., which are currently subject to a fixed valuation schedule for duty assessment purposes, will be assessed at their true market values.

U.S. Shipper's Export Declarations are confidential documents under U.S. laws and regulations. They may be released only when the Secretary of Commerce finds that it would be contrary to the national interest to withhold them.

The Secretary made such a finding in the Philippine case, permitting the Philippine Government to have access to authenticated copies of SED's for the six commodity categories specified in the agreement filed during the six-month period beginning January 16.

The Philippine Government will, in turn, take whatever measures are necessary to protect the confidentiality of any SED's made available to it under the agreement, and will advise the U.S. Government prior to making them public in any manner.

Urgent need

The Secretary's finding in behalf of the Philippines responded to the urgent Philippine need for information to combat a massive technical smuggling problem. Such smuggling involves undervaluation and misdeclaration of commercial invoices to secure lower import duty assessments. This serious loss of customs revenues, if unchecked, could nullify the efforts being made by the administration of President Marcos, with U.S. economic assistance, to revitalize the Philippine economy and maintain a normal flow of trade between the two countries. It was agreed that access to SED's, even on the limited scale provided, together with other forms of statistical and technical assistance spelled out in the agreement, would greatly strengthen Philippine Customs in its anti-smuggling campaign.

To effectuate this agreement, the U.S. Customs Bureau has been instructed to authenticate one additional copy of an exporter's SED presented on or after January 16 for all commodity exports to the Philippines specified and described in Annexes A and B to the agreement.

The agreement prescribes the procedures to be followed by U.S. exporters. For all exports to the Philippines of the commodity exports specified and described in Annexes A and B to the agreement, the exporter or his agent is to make one additional copy of his SED and present it, beginning January 16, along with the regularly required copies to the Bureau of Customs for authentication.

Once the additional copy is authenticated by Customs, the exporter or his agent is then to present the authenticated copy, along with his commercial and Consular invoices and other documents required under Philippine Government regulations, to the appropriate Philippine Consulate for certification of the Consular invoice. The Consulates will not certify the Consular invoice for the particular exports covered under the agreement unless the invoice is supported by the authenticated copy of the SED.

No SED's will be required for exports of any items not specified in either An-

nex A or B. After July 15 no SED's will be required for any commodity export to the Philippines except as may be mutually agreed upon by the U.S. and Philippine Governments.

Annexes A and B to the agreement are reprinted below. For copies of the full text of the agreement, **write:** Far East Division, BIC, U.S. Dept. of Commerce, Washington, D.C. 20230.

Annex B

Arrangements will be made so that the Philippine Consular Establishments in the United States may be provided with an authenticated copy of each Shipper's Export Declaration filed with and authenticated by the U.S. Bureau of Customs for exports to the Philippines calissified under any of the Schedule B commodity numbers listed below. Such copy shall be made available if the declaration covers any listed commodity individually valued at $2,000 or more.

Sch. B Div.Code	Division Description	Schedule B Numbers
12	Tobacco and Tobacco Manufactures	121.0005–122.3030
71 (part)	Machinery, Other than Electric (Parts thereof)	Listed Below

711.2030	717.1330	719.1430	719.5335
711.3010	717.1340	719.1546	719.5340
711.5002	717.1350	719.1548	719.5360
711.5004	717.1525	719.1915	719.5370
711.5034	717.2010	719.1935	719.5430
711.5036	717.2020	719.1940	719.5440
711.5062	717.3020	719.1945	719.5450
711.5064	717.3050	719.1968	719.5460
711.5066	717.3060	719.1975	719.5480
711.5068		719.2170	719.6110
711.6000	718.1220	719.2250	719.6150
711.8140	718.2250	719.2260	719.6225
	718.2960	719.2280	719.6230
712.1020	718.3100	719.2320	719.6235
712.1060	718.3910	719.2340	719.6240
712.9100	718.3920	719.2350	719.6425
712.9920	718.3930	719.2370	719.6450
712.9940	718.3950	719.3106	719.8020
	718.3960	719.3136	719.8025
714.9230	718.3970	719.3142	719.8050
714.9260	718.4216	719.3146	719.8055
714.9270	718.4250	719.3172	719.8065
	718.4258	719.3174	719.9250
715.2130	718.5125	719.3176	719.9310
715.2140	718.5145	719.3260	719.9320
715.2300	718.5155	719.4100	719.9330
	718.5210	719.4200	719.9340
	718.5220	719.5210	719.9350
		719.5320	719.9400
			719.9900

84	Clothing and Accessories	841.1102–842.0200

Annex A

Arrangements will be made so that the Philippine Consular Establishments in the United States may be provided with an authenticated copy of each Shipper's Export Declaration filed with and authenticated by the U.S. Bureau of Customs for exports to the Philippines classified under the Schedule B commodity numbers listed below.

Sch.B Div.Code	Division Description	Schedule B Numbers
54	Medicinal and Pharmaceutical Products	541.1010-541.9930
65	Textile Yarn Fabrics, Made-Up Articles and Related Products	651.1000-657.8000
73 (part)	Transport Equipment (Parts thereof)	Listed below

732.8020	732.8050
732.8032	732.8055
732.8036	
732.8038	733.0030
732.8042	
732.8043	734.9210
732.8044	734.9220
732.8048	734.9230

Loan to Venezuela helps private firms pay for U.S. goods

The Export-Import Bank of Washington has authorized a $1 million Alliance for Progress relending credit in favor of C. A. Venezolana de Desarrollo (CAVENDES), a private Venezuelan development financial institution.

Sub-loans from the Eximbank credit will enable private firms in Venezuela to purchase on deferred payment terms U.S. machinery, equipment, and services needed to establish new plants and to expand existing ones, as well as to improve and expand agricultural enterprises which produce raw materials for manufacturing.

CAVENDES was establshed in 1963 with assistance from International Finance Corporation, Shell de Venezuela, and Corporacion Venezolana de Fomento, the Venezuelan Government's development agency, as well as more than 70 private investors. These included Venezuelan banks and insurance companies, several oil companies, and a number of U.S. banks and financial institutions.

Dr. Luis Vallenilla, former head of the Government's development agency, is president of the private finance organization. Other officers and directors include many of Venezuela's leading businessmen and important government officials. Present net worth of the private finance company is equivalent to some $9.5 million. More than 90 loans totalling $18 million have been authorized.

Under the terms of the Eximbank credit, sub-loans of up to $100,000 may be made without prior Eximbank approval and larger sub-loans may be made with the Bank's concurrence. These sub-loans will permit continued support of private enterprise in Venezuela and strengthen the U.S. market position.

First fines imposed on firm violating Export Control Act

Fining authority allows Commerce to deal with minor violations

In the first case under a new law which authorizes a civil penalty for violating the Export Control Act, the U.S. Department of Commerce has levied fines totaling $314 against a New York freight forwarding firm.

The respondent, Baker, Irons and Dockstader Inc., was charged with not including destination control statements on bills of lading, and failing to notify exporters that such statements had been omitted from commercial invoices.

The firm admitted the violations, but said they were due to clerical errors.

Congress in its last session authorized the Commerce Department to levy fines for minor violations of the Act, in addition to any other sanctions it may impose.

The fining authority was granted to enable the Department to deal with violations which are not of a serious nature and do not affect national security. Previously, the only effective sanction available was to deny the violater the privilege of participating in export transactions. For minor violations, this was considered too drastic.

The authority to impose fines will not interfere with legitimate export activities, but is expected to make those involved in export operations more aware of their responsibilities under the law.

Finnish carrier to buy U.S. jets, equipment

Aero-O/Y Finnair, major airline in Finland, will buy two Douglas DC 8 jet aircraft with related spare parts.

The long-range aircraft will give the Finnish carrier a transatlantic capability which is expected to contribute significantly to Finland's foreign exchange earnings.

Total contract price of the transaction is estimated at $23.4 million. The Export-Import Bank of Washington will lend $17.5 million to help finance the purchase. The Douglas Aircraft Co. of Santa Monica, Calif., and United Aircraft Corp. of Hartford, Conn., will participate in the financing.

Participation sought for industrial, agricultural ventures in Uganda

U.S. investors offered technical advice and assistance, managerial, financial aid by government development agency

The Uganda Development Corp. (UDC) is seeking foreign participation in a number of industrial and agricultural ventures. Subject to negotiation, participants would be expected to provide capital and technical know-how.

The UDC fosters Uganda's industrial development. Its diversified activities encompass more than 40 subsidiaries and associated companies, with interests in almost every area of the economy.

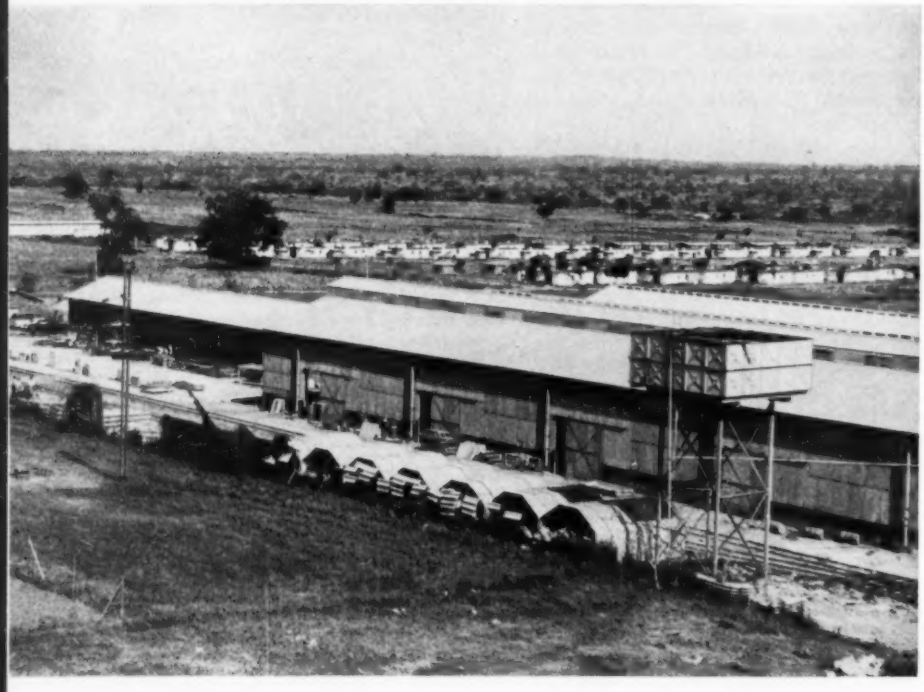
Considerable promise for profitable investment is offered, the UDC believes, in the following fields:

Agricultural Crop Development. Uganda's equable climate, well distributed rainfall, and rich soil would permit the country to grow large varieties of agricultural crops not now produced on a commercial scale. The country's extensive road network would facilitate the marketing of this agricultural produce. Potential commercial crops include pineapple, vegetables, peanuts, maize, sorghum, sesame, soy bean, finger millet, and rice. The market prospect for local consumption and export both in the processed and preserved form appears promising. Official cooperation with private endeavors is fairly well assured. The UDC feels that these factors will open up many possibilities for development in which overseas business entrepreneurship would be welcome.

UDC believes that, given Uganda's economic and social circumstances, the best means to expand production of these crops is through the establishment of central estates around which outgrowers operate. The UDC already has considerable experience in the operation of this type of outgrower scheme in the tea industry. The company invites foreign participation in similar projects to produce other crops.

The processing of these new crops, especially where cultivation is on an estate-outgrower basis, would also offer a number of opportunities for overseas investors to assist in the establishment of plants to process these crops and to produce a number of products on a large and modern scale such as vegetable oils, canned fruits and vegetables, etc.

INVESTMENT OPPORTUNITIES IN UGANDA appear promising in a number of agricultural and industrial ventures. View shows a factory at Tororo, Uganda, which produces asbestos.



Preliminary investigations

UDC has undertaken a number of preliminary investigations in the field of agricultural crop development.

Machetes, Axes, Pick Axes. At this time machetes, axes, pick axes and hammers are not produced anywhere in East Africa. Hoes are being manufactured in Uganda.

The UDC would welcome proposals for a small-scale plant to produce these and other agricultural hand-tools.

The Uganda market for machetes is approximately 250,000 units a year. The market for axes, pick axes and hammers is now being surveyed. Opportunities for export to neighboring countries appear good.

Insecticides. Only one brand of insecticide is produced in Uganda and there would appear to be considerable room for expansion in this field. A market survey has not yet been carried out but the market appears large and should expand rapidly in a predominately agricultural economy.

Can-making Industry. With a meat canning factory under construction and with other food processing industries planned, the UDC believes there will be a market for a local can-making industry. Some cans (metal boxes) are already manufactured in Uganda but these are not suitable for food canning.

Plastics. Indications at this time reflect the need of a small factory to produce a variety of plastic goods. Such a factory would have to be of minimum capacity, simple, and inexpensive to operate.

Timber products. Timber is plentiful in Uganda and the UDC believes forest stands could be exploited and used for the production of veneer and plywood, fiberboard, flooring blocks, furniture, and charcoal. Proposals for setting up an in-

dustry to produce any of these timber products would be welcomed.

Fish processing. A small sardine-like fish, called haplachromis, abounds in Lake Victoria. The fisheries department has undertaken investigations to assess the economics of a fish canning venture in Uganda. A pilot plant has been set up to produce canned fish for market testing both locally and abroad. A good deal of work has already been done on this project but a number of questions remain unanswered. Ideas and proposals for the development of this industry would be welcomed.

Service for investors

Practical assistance to interested foreign investors is offered by the UDC through its four divisions—Development, Investment and Management, Finance and Accounts, and Secretarial. The UDC can provide a comprehensive service including technical advice and aid; managerial, negotiatory and financial skills; statutory secretarial services and, most importantly, a fund of knowledge acquired through broad and detailed experience in Uganda's local conditions and needs.

The UDC, by agreement with the Government of Uganda which is the sole shareholder of the corporation, pays taxes but distributes no dividends. It has reinvested its profits—earned every year since its inception in 1952—in new ventures. Fixed assets owned by the UDC's group of 15 subsidiary companies totaled $55.4 million last year. Pre-tax profits amounted to $4.8 million.

Firms contemplating investment who wish to obtain more information about these opportunities and the services of UDC should **write:** Uganda Development Corp., Development Division, P.O. Box 442, Kampala, Uganda.

FABRICATED METAL PRODUCTS

A Glasgow manufacturer of mechanical handling plant equipment, including mobile rock crushing machinery seeks a license to make products in the container truck trailer field.

The Scottish firm says it has a modern plant covering approximately 100,000 square feet, plus an additional site of 11 acres available for expansion. It claims to have a well qualified technical staff and sales force.

The firm's managing director, who spent some time in the United States, is familiar with U.S. production methods and techniques.

Write: Keir & Cawder (Engineering) Ltd., Kirkintilloch Rd., Bishopbriggs, Glasgow, Scotland. WTD.

Madagascar offers new mineral, abrasives investment opportunities

Flexible formula for participation by U.S. firms offered; Government hopes to reduce inefficiency in mining operations

The Government of Madagascar is interested in discussing with a U.S. firm experienced in the minerals field some form of arrangement which would furnish quality control and marketing assistance.

Apart from mica, graphite and chromite, which is produced by large-scale operators, Madagascar's mineral production is carried out by individual miners who sell their gleanings to various European firms.

The miners are in reality collectors, picking up what the Europeans tell them to from deposits that are generally on the surface and unworked in any consistent manner. Piezo electric quartz, beryllium ore, columbo-tantalite, precious and semi-precious stones, etc., are all collected in this way. Since the scope of each miner's operation is limited, incomes have remained marginal with the profits going to the exporting firms and intermediaries. Because of these intermediaries' mark-ups, Madagascar's mineral production cannot effectively compete with that from other areas.

To eliminate the inefficiencies of this method, improve production of valuable minerals and increase incomes of miners, the Government of Madagascar is contemplating the creation of some form of cooperative organization for the country's prospectors and mineral collectors, eliminating the intermediaries between them and foreign purchasers of minerals. Such an organization, however, would face extreme difficulties due to lack of experience in quality control and marketing. Participation of an experienced U.S. minerals firm has been considered as an approach toward solving this problem.

The formula proposed for the participation of a U.S. firm is flexible. It could run anywhere from buying and marketing stones and minerals to the furnishing of technical assistance for mineral production and perhaps the establishment of a small plant for semi-finishing various minerals.

In this respect, there is an opportunity to set up a facility for the manufacture of abrasives. There is reportedly a relatively large market for abrasives in the milling and mining sectors as all abrasives are currently being imported.

Firms interested in following up this proposal should **write:** Ministere de l'-Industrie et des Mines, Ampandrianomby, Tananarive, Malagasy Republic. Attn: Mr. Robet Rajaonizelina, Chef du Service des Mines.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

PAPERBOARD PRODUCTS

A French paperboard manufacturer seeks a license to make products of gray paperboard, either with or without a white lining, or of mixed paperboard and such allied materials as plastic.

Established in 1958, the French company is capitalized at $800,000 and reports annual sales of $1.8 million.

Its plant equipment includes a 2.25 width cylinder machine. Annual production totals 18,000 tons. The firm has approximately 100 production employees, plus administrative personnel.

Write: Cartonneries de Pont-sur-Seine Aube, France. WTD.

Licensees sought to manufacture German, Swedish, British products

U.S. companies offered furniture specialties, electric couplers, self-adjusting back support, mower, container

U.S. licensees are being sought for production in the United States of German furniture and electric couplers, a Swedish back support, and two British products: a power lawn mower and a folding metal container.

To obtain additional details concerning these products and the names and addresses of the manufacturers, **write:** the Office of International Investment, code 874, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity described below.

German products

A German manufacturer of specialized furniture products is interested in granting a license to a U.S. firm for the production of a folding service cart, revolving chairs and a combined footrest and dictation pedal for typists.

The folding service cart, the "Servitt", is made of plastic and light steel tubing. The lower and upper plastic trays are heat and acid resistant, nonscratchable and measure 24¼" by 15". Folding and unfolding of the cart requires only light finger type movement. The cart is easily stored, since its folded width is only 2½". Advantages of the "Servitt" include lightness and stability, simplicity of operation, excellent mobility and its variety of uses.

The German company also offers a variety of revolving chairs ranging from typists to executive chairs made of light tubular steel. Principal features of the chairs are mobility, comfort, durability and stability.

The firm has also developed a specially constructed chair for disabled office workers with paralyzed or amputated legs. The seat of the chair has been so designed that the part of the seat on which either thigh rests can be lowered at an angle, enabling the disabled person to achieve a comfortable position. This chair is reportedly widely used in German offices, where many disabled war veterans are employed.

According to the company, there is no product on any market comparable to its combination typist's foot rest and dictation pedal. The firm claims the product has achieved excellent sales results on both the German and export market. **File 1474.**

A German manufacturer of specialized items in the electronics field seeks a U.S. licensee to manufacture its special water and gas proof multi-contact electric couplers for high and low tension circuits. **File 1475.**

Swedish invention

A Swedish inventor is interested in granting a license to a U.S. company to produce his self-adjusting back support. This support, which the inventor claims can be mounted or built into any chair, is especially intended for people with back trouble. The back support can also be used as a special support for drivers. The inventor claims the construction characteristics of the support vitalizes a driver's body and sharpens his muscular reflexes enabling him to drive for long periods without becoming tired or getting a backache.

Information as to construction and other aspects of the back support is available in Swedish to interested U.S. firms. **File 1476.**

British offers

An English manufacturer of commercial fishing gear seeks a U.S. licensee to manufacture its folding metal containers which can be used to transport fresh fish from ship deck to shore.

The container can be folded flat or erected in two seconds; when erected, it will support a considerable number of similar crates filled with the weight they are designed to carry.

The rectangular boxes come with or without a lid. They are made of metal wire frame coated in zinc, with surfaces of sheet metal or wire mesh, either closed or open, or with expandable polyethylene linings.

The manufacturer says the crate protects the contents from damage and pilfering enroute to destination. Upon arrival, the fish would be lifted out in their lining, and the container folded up and removed. **File 1387-R.**

A unique self-propelled English lawn mower is now available for U.S. production under license. Built as a ride-on mower, the flail type mower can cut the finest lawn to first-class standards of cut rough grass up to 2 ft. high and can collect the cuttings into large sacks which are attached to the rear of the mower, or into a trailer hitched behind the machine. The mower can also eject the cut grass out behind the machine onto the ground or can be used as a lawn sweeper for collecting leaves.

In addition, various attachments are available for hedge-cutting, chain-sawing, etc. The operator rides on the machine in comfort, and can make cutting adjustments from his seat without stopping the machine.

This machine uses a 4-stroke 231 C.C. engine developing 6 b.h.p. at a governed 3600 r.p.m. It has 3 forward speeds from 1½ to 4¼ m.p.h. The cutting width is 20" and the overall width 29". **File 1412-R.**

LABORATORY & SCIENTIFIC EQUIPMENT

A well-established British manufacturer of scientific instruments and laboratory equipment seeks to make additional products in this area under a licensing arrangement with a U.S. firm.

Current plant facilities exist for the production of engineering, electro-mechanical, optical and associated electrical and electronic components. The British firm is particularly interested in making a product that is suitable to its manufacturing capabilities and that has a direct application to laboratories or organizations in the industrial, medical and research fields.

The British company has six warehouses and over 30 salesmen.

Write: Griffin & George Ltd., Scientific Instrument Division, Ealing Rd., Alperton, Wembley, Middlesex, England. WTD.

PAPER PRODUCTS

Established in 1897, this French paper manufacturer seeks a license to produce raw stock grades of paper and finished paper products.

The Paris firm currently makes wrapping, printing and writing paper and operates a paper mill employing about 185 people. It produces approximately 1,100 tons of paper per year and reports annual sales of around $2.2 million.

Write: Papeteries de Ballancourt S.A., 30 Rue de Gramont, Paris, 2e, France. WTD.

World Trade Opportunities

Burma to procure radio telephone systems

The Controller of Stores Dept., Ahlone Electricity Supply Board, Rangoon, has issued Tender No. 23/T/EL/ESB/66-67 for radio telephone systems.

Bid deadline is Feb. 20.

Bid should offer one fixed transmitting receiving set and six mobile transmitting receiving sets for V.H.F. radio-telephone system for Mandalay; four fixed transmitting receiving sets and 17 mobile transmitting receiving sets for V.H.F. radio-telephone system for Rangoon. Frequency range is from 68-174 mc. Stations should include built-in test meters, microphone, antenna and co-axial cable, an output of 20-25 watts for the fixed stations and 5-10 watts for the mobile stations. The mobile stations should have a power converter for operation from a 12-volt DC battery source; fixed station operation on single phase 230-volt 50-cycle sources.

Hong Kong to buy radio telephone, telegraph equipment

The Government of Hong Kong has issued Tender No. A-26044, for radio telephones and telegraph equipment, except tubes.

Bid deadline is noon, Feb. 17.

Bid should offer portable VHF, FM radiotelephones, single or double frequency simplex working, three or more channels: two sets for band frequencies 45-54 Mc/s; 111 sets for 78-84 Mc/s; 22 sets for 146-174 Mc/s; 136 sets corresponding rechargeable batteries with single or multiple battery charges.

Copies of tender announcement and specifications are available from the Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd., Hong Kong, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: Code 202-967-4036).

UAR firm seeks components for radio, TV sets, lamps

A government-owned firm in the United Arab Republic is seeking components necessary for the manufacture of incandescent lamps such as filaments and caps and the manufacture of radio receiving sets and television receiving sets. A listing of raw materials needed may be obtained from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230.

Write: El Nasr Electrical and Electronic Apparatus Co. (ex Phillips Orient), 26 Adli St., Cairo, United Arab Republic.

Pakistan wants construction of refuse disposal plant

The Karachi Municipal Corp., Bunder Rd., Karachi, Pakistan, requests price quotations and descriptive literature on machinery and equipment for use in constructing a refuse disposal and composting plant capable of handling 300 to 500 metric tons daily.

Documents and other pertinent details about specifications and the feasibility report can be obtained from the above address for a fee of Rs50. Quotations should be submitted to the above on or before Jan. 31.

Australia to buy mobile radio telephones

The Dept. of Civil Aviation, Commonwealth of Australia, has issued Tender No. C.66/174, for 36 VHF, AM, mobile radio telephones.

Bid deadline is Jan. 31.

Bid should offer 36 VHF, AM mobile radio telephones, 12 and 24-volt operation, DCA type RT31; 36 sets of special tools; handbooks. Equipment to operate within a frequency band of 118 and 136 MC.

Copies of tender announcement and specifications are available from The Secretary, Central Contract Board, Dept. of Civil Aviation, Third Floor, Sanderson House, 505 Little Collins St., Melbourne, Victoria, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: Code 202-967-4036).

Syria to purchase navigational aids equipment

The Ministry of Defence, Syrian Arab Republic, has issued an unnumbered tender for navigational aids equipment and construction.

Bid deadline is Feb. 15.

Bid should cover supply and installation of one air surveillance radar and VHF direction finder system (ASR), the necessary training of personnel for maintenance and operation, and executing the necessary civil constructions to install and operate the equipment.

Copies of tender announcement and specifications are available from the Ministry of Defence, Directorate General of Constructing, Damascus International Airport, Damascus, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: Code 202-967-4036).

UAR to export raw materials

The Embassy of the United Arab Republic, Commercial Office, 2215 Wyoming Ave., NW., Washington, D.C. 20008, wishes to announce that the following mineral commodities produced by U.A.R. companies are available for export: coke, 280.000 tons annually; kaolin and white clay, 20.000 tons.

Specifications for each commodity are available on loan to firms located in the United States from the Miscellaneous Metals & Minerals Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2684).

Australia seeks radar remoting equipment

The Dept. of Civil Aviation, Commonwealth of Australia, has issued Tender No. C.66/171, for radar remoting equipment.

Bid deadline is March 16.

Bid should offer radar remoting equipment for two transmitting sites and for four receiver sites, testing equipment, spare parts and handbooks. Equipment should operate from a power source of 240 volts ± 5% at a frequency of 50 cps ± 2%. The frequency range should be from 84 Kc/s to 96 Kc/s.

Copies of tender announcement and specifications are available from The Secretary, Central Contract Board, Dept. of Civil Aviation, Third Floor, Sanderson House, 505 Little Collins St., Melbourne, Victoria, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: Code 202-967-4036).

Australia accepting bids for receivers, HF, general purpose

The Dept. of Civil Aviation, Commonwealth of Australia, has issued Tender No. C.66/154 for the supply of receivers, HF, general purpose.

Bid deadline is Feb. 7.

Bid should offer 51 receivers, DCA type R23, 200-54K/C and 2-25 M/C, AWA type CR6B, or equivalent, suitable for rack mounting, and handbooks.

Copies of tender announcement and specifications are available from The Secretary, Control Contract Board, Dept. of Civil Aviation, Third Floor, Sanderson House, 505 Little Collins St., Melbourne, Victoria, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: Code 202-967-4036).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Kenya to buy small capacity VHF/UHF radio systems

The East African Posts & Telecommunications Administration, Nairobi, Kenya, has issued Advance Notification, Reference No. DF 4253/3, for small capacity multichannel and single channel VHF/UHF radio systems.

Tender documents will be issued by the Crown Agents for overseas Governments & Administrations, 4 Millbank, London, S.W.I., England, to all organizations registered with them as suppliers of the type of equipment listed above.

World Trade Opportunities Continued to page 59

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

149 Metals, minerals

GERMANY—Rough precious, semi-precious stones. Homberg & Brusius (dealer, importer, exporter, manufacturer), 658 Idar-Oberstein, Postfach 2737. WTD 12/20/66.

201 Meat products

NETHERLANDS—Fresh and frozen meats, all kinds; variety meats; poultry, poultry parts. Direct purchase f.a.s. and agency. Cevema Rotterdam N.V. (importer, wholesaler, exporter, agent, commission merchant), 44 Mansdalestraat, Rotterdam-14. WTD 12/14/66.

203 Canning, preserving foods

FRANCE—Canned crab meat, shrimps, lobster; canned salmon, other sea foods. Direct purchase and agency. Requests replies in French. Beyne Freres, Ets. (canners, wholesalers, importers, exporters), 24-Eymet, Dordogne. WTD 12/23/66.

209 Food preparations

SWITZERLAND—Delicatessen, luxurious food preparations, candies. Direct purchase and agency. Ernst E. Schelling (importer, distributor, agent), Riedmatt, 6440 Brunnen. WTD 12/12/66.

221 Broad woven fabric mills, cotton

GERMANY—Cotton tapestry fabrics. Requests price quotations c.i.f. European ports. Fausel, Biskamp & Co. (importer, exporter, retailer, sales agent, wholesaler), 22 Bismarckstrasse, 4 Duesseldorf. WTD 12/16/66.

SWITZERLAND—Towels, cotton. Ronner & Co. (importer, retailer, manufacturers' representative), Davidstr. 21, 9001 St. Gallen. WTD 12/22/66.

222 Broad woven fabric mills, manmade fiber, silk

GERMANY—Rayon tapestry fabrics. Requests price quotations c.i.f. European ports. Fausel, Biskamp & Co. (importer, exporter, retailer, sales agent, wholesaler), 22 Bismarckstrasse, 4 Duesseldorf. WTD 12/16/66.

SWITZERLAND—All household linen and furnishing fabrics; rayon, nylon, silk, other manmade fibers for draperies, upholstery, sheets, bedspreads, toweling, napkins, dish cloth etc. Direct purchase and agency. Ronner & Co. (importer, retailer, manufacturers' representative), Davidstr. 21, 9001 St. Gallen. WTD 12/22/66.

224 Narrow fabrics

● **IRAQ**—Cotton bias tape, 100,000 meters. Tender No. Ref M/3/1110; bid deadline unspecified. Kut Knitting Co., State Organization of Industry, Kut.★ (Telephone: 202-WO 7-5238).

225 Knitting mills

SWITZERLAND—Men's hosiery, knitwear; also exceptional men's wear. Direct purchase and agency. Heinz Carl Huber (importer, representative), Hochhaus Luchswiese 220, 8051 Zurich. WTD 3/24/66.

228 Yarn, thread mills

● **IRAQ**—Synthetic bulked yarn, 16 metric tons. Tender No. Ref M/3/1130; bid deadline unspecified. Kut Knitting Co., State Organization of Industry, Kut.★ (Telephone: 202-WO 7-5238).

● Cotton yarns, 40 tons. Tender No. Ref M/2/1131; bid deadline unspecified. Kut Knitting Co., State Organization of Industry, Kut.★ (Telephone: 202-WO 7-5238).

229 Textile goods

GERMANY—Artificial leather, plastic articles for stationery shops including, plastic folders. Requests samples, price quotations c.i.f. Hamburg. Europa-Kontor des Schreib-, Papierwaren- und Buerodarfs-Grosshandels-gesellschaft mbH. (importer, wholesaler), 228a Amsterdamer Strasse or Postfach 360, 5 Koeln-Weidenpesch 1. WTD 12/21/66.

232 Men's, youths', boys' furnishings

SWITZERLAND—Shirts, for sport, leisure. Direct purchase and agency. Ronner & Co. (importer, retailer, manufacturers' representative), Davidstr. 21, 9001 St. Gallen. WTD 12/22/66.

253 Public building furniture

● **CEYLON**—Supply of standard metal furniture for Katunayake International Airport. Furniture required for furnishing three floors of the airport terminal building. Tender No. S-905, bid deadline Feb. 22. Director of Civil Aviation, P.O. Box 535, Colombo 1, Ceylon. Tender documents available from Scientific, Photographic & Business Equipment Division, BDSA, U.S. Department of Commerce, Wash-

ington, D.C. 20230.★ (Telephone: 202-WO 7-2939).

264 Converted paper, paperboard products

GERMANY—Stationery, paper, envelopes, packaged; boxed stationery, portfolios; notebooks, paper, including mechanically bound by thread, wire, plastic, etc.; gift-wrapping papers of all kinds; napkins, paper, table; party, carnival paper decorations; table, Christmas decorations; adhesive tape for offices, cellophane; filing accessories, paper and cardboard. Requests samples, price quotations c.i.f. Hamburg. Europa-Kontor des Schreib-, Papierwaren- und Buerobedarfs-Grosshandels-gesellschaft mbH. (importer, wholesaler), 228a Amsterdamer Strasse or Potsfach 360, 5 Koeln-Weidenpesch 1. WTD 12/21/66.

Wallpaper of exquisite workmanship. Requests price quotations c.i.f.' European ports. Fausel, Biskamp & Co. (importer, exporter, retailer, sales agent, wholesaler), 22 Bismarckstrasse, 4 Duesseldorf. WTD 12/16/66.

● **TURKEY**—50,000 rolls perforator and reperforator tape, white or yellow, 174 mm. wide by .09 mm. thick, 220 meters long, 185 mm. outside diameter; 130,000 rolls teletype white receiver tape, gummed, 9 mm. wide by .12 mm. thick, 230 meters in length, 200 mm. outside diameter. Bid deadline Jan. 30. PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ankara (a government agency). Specifications and tender documents available in English from Modern Tercume Burosu (a translation company), Menekse Sokak 20/7, Kizilay, Ankara at $6 per set.

281 Industrial chemicals

BRAZIL—Petrochemical products. Direct purchase and agency. Lubrificantes e Produtos Fonseca S.A. (distributor, representative, agent), Rua Sacadura Cabral 81, 2° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 12/19/66.

FRANCE—Pigments, lithopone, zinc oxide, other chemical products and thickening agents for paint-making industry. Direct purchase and agency. Requests replies in French. Vital Pegot, Ets. (manufacturer, wholesaler), 23 Rue Gabriel-Peri, 31- Toulouse, Haute-Garonne. WTD 12/23/66.

HONDURAS—One hundred metric tons of 46° Be Glucose; 50-100 tons bagged 99.5% crude bright sulphur; 200 tons tripolyphosphate of anhydrous sodium; 50 tons caustic soda (99%-100%); 60 tons anhydrous sodium metasylicate. Agencia Detlef Paysen Sucs. (importer, distributor), Apartado Postal No. 252, Tegucigalpa. WTD 12/2/66.

SWEDEN—Dyestuffs for manufacture of hair coloring. Direct purchase and agency. Interkemi Aktiebolag (agent, wholesaler), Utgardsgatan 29, Boras. WTD 12/13/66.

282 Synthetic materials

AUSTRIA—Materials in small, ready-to-use package units for use in electric engineering industry, electrical equipment trade, automotive accessories trade, e.g., epoxy resins with glass fiber for repair of tubing, packaged in small, ready-to-use units. Direct purchase and agency. "Chema" Fabrik chem.-techn. Produkte (manufacturer), Inh. E. Schoeninger, Gusshausstrasse 8, 1040 Vienna. WTD 8/11/65.

Epoxy resins with glass fiber for repair of tubing, packaged in small, ready-to-use units for use in electric engineering industry, electrical equipment trade, automotive accessories trade. Direct purchase and agency. "Chema" Fabrik chem.-techn. Produkte (manufacturer), Inh. E. Schoeninger, Gusshausstrasse 8, A-1040 Vienna. WTD 8/11/65.

BRAZIL—Synthetic resins from petroleum derivatives. Direct purchase and agency. Lubrificantes e Produtos Fonseca S.A. (distributor, representative, agent), Rua Sacadura Cabral 81, 2° andar, Rio de Janeiro, ZC-05, Estado da Guanabara. WTD 12/19/66.

FRANCE—Micro-crystalline wax, highest quality, pure, pale, very hard; packed in 25-kilogram or 50-kilogram cartons. Direct purchase and agency. Les Miels et Cires Dardennes (wholesaler), Boite Postale No. 3, 33-Salles, Gironde. WTD 3/22/66.

283 Drugs

BELGIUM—Feed additives, antibiotica for veterinary uses. Labo Bestia, p.v.b.a. (importer, wholesaler), 11 Dorp, St. Pauwels. WTD 10/24/66.

SWITZERLAND—Pharmaceuticals of all kinds. Direct purchase and agency. Ronner & Co. (importer, retailer, manufacturers' representative), Davidstr. 21, 9001 St. Gallen. WTD 12/22/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

SPAIN—Detergents and cleaning preparations

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR. 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA. 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

for domestic, industrial use. Direct purchase and agency. Requests replies in Spanish. Cotalva, S.A. (manufacturer, importer, commission merchant), Marisma de Cantos s/n, Aviles, Oviedo. WTD 12/27/66.

SWITZERLAND—Cosmetics of all kinds. Direct purchase and agency. Ronner & Co. (importer, retailer, manufacturers' representative), Davidstr. 21, 9001 St. Gallen. WTD 12/22/66.

Quality cosmetic products, creams, make-ups, toilet water, perfumes, after-shave lotion, colognes. Direct purchase and agency. Ernst E. Schelling (importer, distributor, agent), Riedmatt, 6440 Brunnen. WTD 12/12/66.

285 Paints, varnishes, lacquers, enamels

FRANCE—Paints of all types (interior and exterior) and allied products for building industry and industrial uses, for all surfaces and purposes; paint pigments, raw materials, ingredients for paint and varnish manufacturers. Direct purchase and agency. S.A.A.T. (Societe Anonyme d'Applications Techniques) (dealers, sales agent), 9 Allees des Soupirs, 31- Toulouse, Haute-Garonne. WTD 5/31/66.

289 Chemical products

GERMANY—Firecrackers. Requests samples, price quotations c.i.f. Hamburg. Europa-Kontor des Schreib-, Papierwaren- und Buerobedarfs-Grosshandels-gesellschaft mbH. (importer, wholesaler), 228a Amsterdamer Strasse or Postfach 360, 5 Koeln-Weidenpesch 1. WTD 12/21/66.

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291 Petroleum refining

BELGIUM—Gas oil, crude oil. Belgomazout N.V. (importer, exporter, wholesaler), 20 Frankrijklei, Antwerpen. WTD 12/7/66.

299 Products of petroleum, coal

BRAZIL—Lubricants, greases. Direct purchase and agency. Lubrificantes e Produtos Fonseca S.A. (distributor, representative, agent), Rua Sacadura Cabral 81, 2° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 12/19/66.

307 Plastic products

SWITZERLAND—Artificial leather for garments. Direct purchase and agency. Ronner & Co. (importer, retailer, manufacturers' representative), Davidstr. 21, 9001 St. Gallen. WTD 12/22/66.

317 Handbags, personal leather goods

NETHERLANDS—Jewel boxes, similar fashion articles for women; not interested in articles made from silver and/or genuine leather. N.V. Industrie- & Handelmaatschappij Treffina (importer, wholesaler, manufacturer, exporter, transit trader), 62-66 Kleine Berg, Eindhoven. WTD 12/15/66.

321 Flat glass

GERMANY—Insulating, sunshade flat glass. Glas-Mueller (wholesaler), 65 Main, Gassnerallee 7. WTD 12/16/66.

322 Glass, glassware

PORTUGAL—Modern glass kitchenware, tableware, including heat-proof ovenware. Direct purchase and agency. SOTER-Sociedade Tecnica de Electricidade e Radio Lda. (importer, wholesaler, retailer, distributor), Rua Luis de Camoes, 1, Lisbon, 3. WTD in preparation.

SWITZERLAND—Household, kitchen glassware. Direct purchase and agency. Ronner & Co. (importer, retailer, manufacturers' representative), Davidstr. 21, 9001 St. Gallen. WTD 12/22/66.

331 Steel mill products

GERMANY—Steel sheet, zinc coated, thickness: 0.88 millimeters, breadth: 1815 millimeters, lengths: 1784 millimeters and over; in lots of 50 metric tons and over. Direct purchase and agency. Gebr. Thiele (importer, wholesaler, distributor), Osterhagen-Ihlpohl, P.O. Box 210, 282 Bremen-Lesum 1. WTD 7/29/65.

333 Primary smelting, refining of nonferrous metals

● **INDIA**—100 metric tons of 99.75% tin. Tender No. P/508/25/129; bid deadline Feb. 3. Directorate General of Supplies & Disposals, National Insurance Bldg., Parliament St. Bldg., New Delhi, India. Tender documents available upon payment of $1.50 from India Supply Mission, 2536 Massachusetts Ave., Washington, D.C. 20008.

335 Rolling, drawing, extruding of nonferrous metals

● **CANADA**—Aluminum cable, ASCR, 18 million ft. Tender No. 104 CQ 2887; bid deadline Feb. 14. British Columbia Hydro & Power Authority, 970 Burrard St., Vancouver, B.C.

341 Metal cans

FRANCE—Metal cans, other categories of containers, all types, sizes, suitable for utilization by paint, varnish industry. Request replies in French. Vital Pegot, Ets. (manufacturer, wholesaler), 23 Rue Gabriel-Peri, 31- Toulouse, Haute-Garonne. WTD 12/23/66.

342 Cutlery, handtools, general hardware

NETHERLANDS—Nail clippers, similar manicure utensils. N. V. Industrie- & Handelmaatschappij Treffina (importer, wholesaler, manufacturer, exporter, transit trader), 62-66 Kleine Berg, Eindhoven. WTD 12/15/66.

PORTUGAL—Kitchen, table cutlery. Direct purchase and agency. Soter—Sociedade Tecnica de Electricidade e Radio, Lda. (importer, wholesaler, retailer, distributor), Rua Luis de Camoes, 1, Lisbon, 3. WTD in preparation.

SWITZERLAND—Table cutlery, including knives, forks, spoons, luxurious type. Direct purchase and agency. Ernst E. Schelling (importer, distributor, agent), Riedmatt, 6440 Brunnen. WTD 12/12/66.

343 Heating apparatus, plumbing fixtures

ITALY—Oil burners (light types similar to those normally used for air furnaces; oil viscosity 35/45 second Redwood #1 at 100° F.) Milanotermica S.p.A. (installation of heating, ventilating equipment), Via Vincenzo Monti 37, Pero (Milano). WTD 10/11/66.

349 Fabricated metal products

● **BURMA**—Supply of large quantities, sizes of galvanized iron pipes, elbows, bolts and nuts, etc. Tender No. 1-23(T)-CONSTR/IRR/66-67, bid deadline Jan. 31. Chief Engineer, Irrigation Dept., 9/21 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

351 Engines, turbines

PORTUGAL—Industrial, marine diesel engines. Direct purchase and agency. Sofomil—Sociedade Fornecedora de Maquinas, Lda. (importer, wholesaler, distributor), Rua Joaquim Bonifacio 2-1°, Lisbon, 1. WTD in preparation.

353 Construction, mining, materials handling machinery

● **IRAN**—Two mechanical shovels. Bid deadline Feb. 15. Steel Corp. of Iran, Forsat Ave., Shah Reza Ave., Tehran. Obtain general conditions, specifications, etc. directly from Steel Corp. on payment of Rls. 50 (about $1.00 U.S.).

● **TURKEY**—One tractor shovel loader, wheel type, SAE, 1 cu. yd. capacity. Bid deadline Feb. 1. IETT Genel Mudurlugu, Evral ve Arsiv Mudurlugu, Metro Han Kat 3, Beyoglu, Istanbul. Tender documents available from Modern Tercume Burosu (a private translation company), Menekse Sokak 20/7, Kizilay, Ankara, for $4.50 including airmail postage.

355 Special industry machinery

NEW ZEALAND—Automatic or semi-automatic wood turning machine for use in production of bowls used in 10-pin bowling alleys. Catalogs, specifications, indication of f.o.b. prices requested. E. N. Sexton, Machinery Dept. Mgr. (importer), Morris Black & Matheson Ltd., P.O. Box 2211, Auckland, C.1. WTD 11/1/66.

356 General industrial machinery

AUSTRIA—All types of machinery, equipment, supplies, including component parts, related to packaging, binding, and marking, particularly screwing, hooping, cord binding, glueing, and package marking devices and supplies. Direct purchase and agency. Hermann Zaruba, Verpackung (importer, whole-

saler, manufacturers' representative), Bergerbraeuhofstrasse 28, A-5020 Salzburg. WTD 6/17/66.

357 Office, computing, accounting machines

GERMANY—Punches, paper, hand-operated. Requests samples, price quotations c.i.f. Hamburg. Europa-Kontor des Schreib-, Papierwaren- und Buerobedarfs-Grosshandelsgesellschaft mbH. (importer, wholesaler), 228a Amsterdamer Strasse or Postfach 360, 5 Koeln-Weidenpesch 1. WTD 12/21/66.

● **IRAQ**—One electronic computing machine with capacity to add, subtract, multiply, divide in one cycle, print reports, with the following accessories: 80 column card puncher, 80 column punch card verifier, card sorter, collator, summary punch, extra machine control panel with wires; training for a period not exceeding two months of two officials on machine and key punch operation or any other operation pertaining to the machine. Tender No. 65/66, bid deadline March 19. Central Foreign Purchasing Board, Ministry of Finance, Baghdad. Tender documents available from Scientific, Photographic & Business Equipment Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2939).

SWITZERLAND—Non-specified office machines, other small time-saving office equipment. Direct purchase and agency. Ernst E. Schelling (importer, distributor, agent), Riedmatt, 6440 Brunnen. WTD 12/12/66.

● **TAIWAN**—Supply two sets of newest accounting machines with 12 digit capacity. To include services for training operator, machine installation and guarantee, with one year of free technical service by trained technicians in Taiwan. Tender No. GF2B-24877-1(W), bid deadline Jan. 27. Central Trust of China, Purchasing Dept., 49 Wuchang St., Sec. 1, Taipei, Taiwan. Tender documents available from Scientific, Photographic & Business Equipment Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2939).

358 Service industry machines

GERMANY—Small household ice-making machines which can be installed into household refrigerators. Requests price quotations c.i.f. European ports. M. Westermann & Co. GmbH. (importer, manufacturer, exporter), 205 Bahnhofstrasse, Postfach 674, 576 Neheim-Huesten. WTD 12/19/66.

THE NETHERLANDS—Ironers and pressing machines, equipment for ready-made clothing industry. Direct purchase and agency. Exclusive representation required. Wabros (importer, sales agent), 66 Nieuwe Prinsengracht, Amsterdam. WTD 12/19/66.

SWITZERLAND—Swimming pool equipment, all kinds. Bonnier Inter SA (importer, distributor), 6 Rue Bellot, 1200 Geneva. WTD in preparation.

Water softeners and accessories, automatic valves, swimming pool equipment. Filtro SA (importer, distributor), 5 route de Chene, 1207 Geneva. WTD in preparation.

361 Electric transmission, distribution equipment

● **CEYLON**—Supply of 230 sets three-phase metering equipment and spares. This equipment consists of three element polyphase kilowatt-hour meters for use on a 400 volt, three-phase four-wire 50-cycle system suitable for operation on unbalanced loads. Tender No. EI/C&S/T/33/66, bid deadline Feb. 18. Chairman, Tender Board, Dept. of Government Electrical Undertakings, P.O. Box 540, Colombo 10, Ceylon. Tender documents available from Scientific, Photographic & Business Equipment Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2939).

● **ETHIOPIA**—Supply of miscellaneous watthour meters, 220/380 volts, three-phase, 50-cycles, and other supporting equipment. Tender No. P 33/9/38, bid deadline Jan. 30. Ethiopian Electric & Power Authority, P.O. Box 1233, Addis Ababa, Ethiopia. Cable address: Electric Addis Ababa. Tender documents available from Scientific, Photographic & Business Equipment Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2939).

363 Household appliances

GERMANY—Electric can openers. Requests price quotations c.i.f. European ports. M. Westermann & Co. GmbH. (importer, manufacturer, exporter), 205 Bahnhofstrasse, Postfach 674, 576 Neheim-Huesten. WTD 12/19/66.

PORTUGAL—All types of electrical household appliances except washing machines, refrigerators, radio, TV sets, water heaters, stoves. Direct purchase and agency. Soter-Sociedade Tecnica de Electricidade e Radio, Lda. (importer, wholesaler, retailer, distributor), Rua Luis de Camoes, 1, Lisbon, 3. WTD in preparation.

364 Electric lighting, wiring equipment

● **EL SALVADOR**—Supply of 38,000 electric light bulbs, 25-200 watts, and 5,000 fluorescent tubes, 40 watts. Tender No. 172(66), bid deadline Jan. 30. Correspondence preferred in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-967-5345).

366 Communication equipment

● **KENYA**—Supply of one automatic telephone exchange with an initial capacity of 700 lines and an ultimate capacity of 2,000 lines. Tender documents will be furnished by the Crown Agents for Overseas Governments & Administrations, 4 Millbank, London, S.W.1, England, to qualified, registered bidders. Reference should be made to DF4252/6 of Dec. 22, 1966.

367 Electronic components, accessories

● **SWEDEN**—Doppler detectors, capacity alarms; industrial alarm systems, supervision systems, sirens for police cars; check protection systems, especially novice types; holdup protection and supervision systems as well as any new type burglar alarms and/or protection devices. Signaltjanst Alarm AB, importer, wholesaler, manufacturer, Scheelegatan 11, Stockholm K. WTD 4/29/65.

371 Motor vehicles, motor vehicle equipment

BRAZIL—Parts, accessories for buses, heavy duty and freight automotive vehicles. Direct purchase and agency. Lubrificantes e Produtos Fonseca S.A. (distributor, representative, agent), Rua Sacadura Cabral 81, 2° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 12/19/66.

SPAIN—Automobile equipment, mainly basic parts, accessories. Comercial Napoles (importer, wholesaler), Avenida Ciudad de Barcelona N°. 41, Madrid (7). WTD in preparation.

U.A.R.—Two diesel-powered school buses, 20-25 seat models; two diesel-powered school buses, 30-35 seat models. Calvin McCormick, Chairman, Cairo American College, American Embassy, Cairo. FPO Box 10, New York 09527.

373 Ship building, repairing

SWITZERLAND—Medium-sized pleasure boats for lakes (will not be released on the sea). Direct purchase and agency. Ernst E. Schelling (importer, distributor, agent), Riedmatt, 6440 Brunnen. WTD 12/12/66.

381 Engineering, laboratory, scientific, research instruments

● **TURKEY**—Supply of nine hydraulic dynamometers with capacity at 1500-4000 RPM and not less than 300 HP. Power absorption to be accomplished by means of water. Tender No. 66-17T-110, bid deadline Jan. 30. DSI Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi, Etlik, Ankara.★ (Telephone: 202-WO 7-2939).

383 Optical instruments, lenses

● **EL SALVADOR**—Supply of one spectrophotometer and accessories. Tender No. 171 (66), bid deadline Jan. 27. Terms and specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

384 Surgical, medical, dental instruments

FRANCE—Cobalt-therapy equipment, other apparatus and instruments of modern types for physicians, surgeons, dental surgeons, for utilization in hospitals, clinics. X-ray apparatus, electrocardiographs, metabolism testers, other categories of electro-medical-surgical devices, related lines, supplies. Direct purchase and agency. Catalogs, price lists requested. La Maison du Medecin (importers, dealers), 26 Rue des Marchands; 31- Toulouse, Haute-Garonne. WTD 12/27/66.

ITALY—Dental metals, amalgams, enamels, supplies for dental laboratories, dentists. S.C.I.C di Petruccelli & Sintoni (manufacturer, distributor), Opera (Milano). WTD 9/22/66.

391 Jewelry, silverware, plated ware

GERMANY—Cut and polished gems, other jewelry. Direct purchase and agency. Homberg & Brusius (dealer, importer, exporter, manufacturer), 658 Idar-Oberstein, Postfach 2737. WTD 12/16/66.

SWEDEN—Cuff buttons, tie holders. AB Arno Meyer (importer, sales agent), Sveavagen 17, Stockholm C. WTD 12/9/66.

394 Toys, amusement, sporting goods

GERMANY—Toys with musical clocks. Requests samples, price quotations c.i.f. Hamburg. Europa-Kontor des Schreib-, Papierwaren- und Buerobedarfs-Grosshandlesgesell-

schaft mbH. (importer, wholesaler), 228a Amsterdamer Strasse or Postfach 360, 5 Koeln-Weidenpesch 1. WTD 12/21/66.

SWITZERLAND—Swimming pool accessories. Bonnier Inter SA (importer, distributor), 6 Rue Bellot, 1200 Geneva. WTD in preparation.

Toys, games, sporting goods. Direct purchase and agency. Ernst E. Schelling (importer, distributor, agent), Riedmatt, 6440 Brunnen. WTD 12/12/66.

Slot racing cars and accessories for adults (not toy type). Direct purchase and agency. Heinz Carl Huber (importer, representative), Hochhaus Luchswiese 220, 8051 Zurich. WTD 3/28/66.

395 Pens, pencils, office, artists' supplies

GERMANY—Ball point pens. Requests samples, price quotations c.i.f. Hamburg. Europa-Kontor des Schreib-, Papierwaren- und Buerrobedarfs-Grosshandels-gesellschaft mbH. (importer, wholesaler), 228a Amsterdamer Strasse or Postfach 360, 5 Koeln-Weidenpesch 1. WTD 12/21/66.

396 Costume jewelry, novelties, buttons, notions

ITALY—Costume jewelry, cuff links, giftware. Manfred Raish (wholesaler), Via Circo 18, Milano. WTD 7/26/66.

398 Manufacturing industries

GERMANY—Plastic wall coverings. Requests price quotations c.i.f. European ports. Fausel, Biskamp & Co. (importer, exporter, retailer, sales agent, wholesaler), 22 Bismarckstrasse, 4 Duesseldorf. WTD 12/16/66.

Candles including tapers. Requests samples, price quotations c.i.f. Hamburg. Europa-Kontor des Schreib-, Papierwaren- und Buerobedarfs-Grosshandels-gesellschaft mbH. (importer, wholesaler), 228a Amsterdamer Strasse or Postfach 360, 5 Koeln-Weidenpesch 1. WTD 12/21/66.

GERMANY—Arts and craft articles including sets for writing tables, letter openers for stationery shops. Requests samples, price quotations c.i.f. Hamburg. Europa-Kontor des Schreib-, Papierwaren- und Buerobedarfs-Grosshandels-gesellschaft mbH (importer, wholesaler), 228a Amsterdamer Strasse or Postfach 360, 5 Koeln-Weidenpesch 1. WTD 12/21/66.

NETHERLANDS—Hair fashion articles for women, especially brush-mirror sets, except those which contain liquids such as perfumes, lotions. Not interested in articles made from silver and/or genuine leather. N. V. Industrie- & Handelmaatschappij Treffina (importer, wholesaler, manufacturer, exporter, transit trader), 62-66 Kleine Berg, Eindhoven. WTD 12/15/66.

SOUTH AFRICA—Linoleum floor covering: squares of 9′ x 10′, 9′ x 12′ and 9′ x 15′. Rubin's Furniture Store (importing distributor), 422 Albert Rd., Salt River, Cape Province. WTD in preparation.

505 Farm products

GERMANY—Furs, raw, to be used for fur apparel. Requests replies in German. Union-Pelz Dieter Boehme K.G. (manufacturer), 6 Frankfurt/Main, Niddastrasse 54. WTD 12/19/66.

509 Wholesalers

ITALY—Nonferrous metal scrap, residues such as copper, brass, bronze, gunmetal, aluminum, lead, zinc, cupro-nickel, monel. Metalsa, Societa' Metallurgica per Azioni (manufacturer), Via del Vecchio Politecnico 3, Milan. WTD 10/20/66.

HONG KONG—Transparent thread, for use in making shirts. Dhanamall Co. (H.K.), Ltd. (importer, wholesaler, agent, exporter), G.P.O. Box 1940, Hong Kong. Cable: Dhanco. WTD 12/21/66.

229 Textile goods

PAKISTAN—Nylon ropes for hot-stretched (thermoset) having Z twist in the sizes ¼″, ½″ and ¾″. Requests catalogs, quotations, c. & f. Karachi. I & S. Corp. (importer), 2nd floor, Dada Chambers, Bunder Rd., P.O. Box 5025, Karachi 2. WTD 11/8/66.

231 Men's, youths', boys' suits, coats, overcoats

SWEDEN—Suits, overcoats for men. Exclusive agency. AB Arno Meyer (importer, sales agent), Sveavagen 17, Stockholm C. WTD 12/9/66.

Choice of language

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Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

195 Small arms

ITALY—Hunting guns, accessories. G. Battista Beretta (manufacturer), Piazza Marconi 1, Caprino Bergamasco (Bergamo). WTD in preparation.

201 Meat products

GERMANY—Canned meats of all kinds. Requests price quotations c.i.f. German or Dutch ports. Bruno Hartung, GmbH. & Co. K.G. (agent), 16 Karlplatz, 4 Duesseldorf. WTD 12/7/66.

NETHERLANDS—Natural casings. N. V. Nederlandse Industrie van Dierlijke Producten v/h S. van Hessen & Zoon (importer, processor, exporter, agent), 106 Schuttevaerweg or P.O. Box 6030, Rotterdam-8. WTD 12/15/66.

220 Textile mill products

NETHERLANDS—Household textiles in general, especially blankets, bedcloths, bedspreads, carpets, curtain cloth. Van Cleeff & Co. N. V. (importer, wholesaler, manufacturer), 45 Stationsplein, Rotterdam. WTD 12/16/66.

221 Broad woven fabric mills, cotton

SWEDEN—Cotton textile piece goods for manufacture of ladies', men's, children's clothing. Emil Hallberg (importer, sales agent), Hamngatan 22 A, Stockholm. WTD 12/16/66.

222 Broadwoven fabric mills, manmade fiber, silk

SWEDEN—Synthetic silk textile piece goods for manufacture of ladies', men's, children's clothing. Emil Hallberg (importer, sales agent), Hamngatan 22 A, Stockholm. WTD 12/16/66.

223 Broad woven fabric mills, manmade fiber, wool

SWEDEN—Finished wool apparel fabrics for use in men's, boys', women's, children's clothing. Emil Hallberg (importer, sales agent), Hamngatan 22 A, Stockholm. WTD 12/16/66.

225 Knitting mills

SWEDEN—Sweaters, knit jackets for men; pullovers for women. AB Carlen & Co., Ltd. (importer, sales agent), Drottninggatan 33, Stockholm C. WTD 12/16/66.

228 Yarn, thread mills

233 Women's, misses', juniors' outerwear

SWEDEN—Blouses, dresses for women. Exclusive agency. AB Arno Meyer (importer, sales agent), Sveavagen 17, Stockholm C. WTD 12/9/66.

282 Synthetic materials

NETHERLANDS—Chemicals and semi-finished products for plastics, rubber industries. Van Cleeff & Co. N.V. (importer, wholesaler, manufacturer), 45 Stationsplein, Rotterdam. WTD 12/16/66.

307 Plastics products

ITALY—Elastomer O-rings. Tecnologie Industriali, S.p.A. (distributors), Via Mauro Macchi 27, Milano. WTD 12/15/66.

NETHERLANDS—Artificial casings; packaging foils and films for food and allied industries. N.V. Nederlandse Industrie van Dierlijke Producten v/h S. van Hessen & Zoon (importer, processor, exporter), 106 Schuttevaerweg or P.O. Box 6030, Roterdam 8. WTD 12/15/66.

311 Leather tanning, finishing

NETHERLANDS—Natural, artificial leather for shoes, other leather based products. Lederfabriek en Handelmaatschappij Ackermans N.V. (importer, wholesaler, manufacturer, exporter), 117 Wilhelminapark, Tilburg. WTD 12/14/66.

314 Footwear, except rubber

SWEDEN—Men's and women's dress shoes. Exclusive agency. AB Arno Meyer (importer, sales agent), Sveavagen 17, Stockholm C. WTD 12/9/66.

Ladies' men's, children's footwear. AB Carlen & Co., Ltd (importer, sales agent), Drottninggatan 33, Stockholm C. WTD 12/16/66.

322 Glass, glassware

GERMANY—Table glassware, pressed or machine blown, also decorated glassware. Requests replies in German. Oskar S. Freiermuth (sales agent), 541 Hoehr-Grenzhausen, Hauptstr. 21. WTD 12/16/66.

349 Fabricated metal products

ITALY—Ball valves (ASA-ASTRA & API standards) especially large and medium size types for petroleum, chemical industry. Fipsupply-Forniture Industriali e Petrolifere (distributor), Via Jacini 6, Milano. WTD 7/26/66.

355 Special industry machinery

GERMANY—Tools, machinery for lapidary work, jewelers. Homberg & Brusius (dealer, importer, exporter, manufacturer), 658 Idar-Oberstein, Postfach 2737. WTD 12/21/66.

361 Electric transmission, distribution equipment

ITALY—Electronic testing instruments for internal combustion engines. Aureliano Libio (distributor), Via Principe Eugenio 1, Milan. WTD 10/14/66.

364 Electric lighting, wiring equipment

HONG KONG—Electric lighting fixtures, decorative lamps. Anchee Co. (importer, wholesaler, agent, exporter), G.P.O. Box 13345, Hong Kong. Cable: ANJEX. WTD 12/20/66.

ITALY—Special electrical insulation materials, except glass, porcelain. G. Negri & Co., S.p.A. (distributor), Via Giovanni da Procida 5, Milano. WTD 10/25/66.

373 Ship building, repairing

FRANCE—Vedette- and pleasure boats, runabouts, craft-cruisers, sail or motor, 33' in length and over. Couach, S.A. (builder, manufacturer), 125 Boulevard de la Plage, 33-Arcachon, Gironde. WTD 12/15/66.

374 Railroad equipment

JORDAN—Freight train cars, new, for railroad rolling stock 105 cu. gauge. Munir Attallah (importers), Attallah Engineering Co., P.O.B. 1838, Amman. WTD 8/4/66.

391 Jewelry, silverware, plated ware

GERMANY—All types of household silverware, silver gift articles; gift articles from other plated metal, copper, etc. Requests replies in German. Oskar S. Freiermuth (sales agent), 541 Hoehr-Grenzhausen, Hauptstr. 21. WTD 12/16/66.

394 Toys, amusement, sporting goods

ITALY—Fishing tackle. G. Battista Beretta (manufacturer), Piazza Marconi 1, Caprino Bergamasco (Bergamo). WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

FRANCE—Canned goods, in tin cans, glass jars, or earthenware vessels, including "foies gras" (goose liver); truffles; meat pies and prepared dishes; poultry and game; artichoke bottoms; vegetables, other food products from Perigord. Wholesale exportation direct or through sales agents. Requests replies in French. Descriptive leaflet in French available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Beyne Freres, Ets. (canners, wholesalers, importers, exporters), 24—Eymet, Dordogne. WTD 12/23/66.

283 Drugs

FRANCE—Laxative preparation (fruit pulp jam, trade name "Tamarine") in small glass jars (380 grams); skin-ointment in 60-gram tubes, reportedly effective treatment against acne (trade name "Gelacnine"). Wholesale exportation, direct or through agents. Descriptive literature in French available on loan basis from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Laboratoires du Docteur Furt (manufacturer, exporter), 2 Rue de Riviere; 33- Bordeaux, Gironde. WTD 12/23/66.

342 Cutlery, handtools, general hardware

FRANCE—Files, cutters, rasps of various types, such as toolmakers' handfiles and machinists' hand-files (round, oval, and others); cabinetmakers' rasps (half-round), and round wood rasps; saw files, halfround and bandsaw; millsaws; shoe-rasps; lathe-files. Illustrated brochure available on loan basis from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Usine Metallurgique de Domine, 86-Domine, par Naintre, Vienne, France.

371 Motor vehicles, motor vehicle equipment

SWITZERLAND—Head rests for automobile seats. Bonnier Inter SA (importer, distributor), 6 Rue Bellot, 1200 Geneva. WTD in preparation.

373 Ship building, repairing

FRANCE—Sail and motor boats (including outboard motor boats), polyester and molded stratified fiberglass, for pleasure, sports, fishing, other purposes such as dinghies, drop-keel boats, racing boats, and others, ranging in sizes from 10' to 17' and over, with passenger capacity of 2 to 6 persons. Descriptive brochure in French available on loan basis from Trade Opportunity Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Lucien Lanaverre, S.A. (boat builders, exporters), 52-98 Quai de La Souys, Bordeaux-Bastide (33), Gironde, France. WTD 12/20/66.

394 Toys, amusement, sporting goods

SWITZERLAND—Swedish home sauna. Bonnier Inter SA (importer, distributor), 6 Rue Bellot, 1200 Geneva. WTD in preparation.

571 Furniture

NEW ZEALAND—Bedroom and dining room furniture. Quality range average to above average in contemporary, Danish styles. Woods used: mahogany, rimu (an indigenous New Zealand hardwood), pine. Company is prepared to ship samples. Proposes to ship furniture in knocked down condition for assembly in U.S. Mr. D. G. Harker, Secretary, Smith & Brown Holdings Ltd. (manufacturer), P.O. Box 8543, Auckland. WTD 12/7/66.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated December.

Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Iraq.

Aircraft and Aeronautical Equipment—Importers and Dealers—Norway.

Cooperage and Containers—Importers and Dealers—Australia.

Cooperage and Containers—Importers and Dealers—Republic of South Africa.

Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Tapes—Importers, Dealers and Manufacturers—Chile.

Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers and Dealers—Lebanon.

Musical Instruments—Importers and Dealers—Denmark.

Paints, Varnishes and Pigments—Importers, Dealers and Manufacturers—Uruguay.

Printers, Lithographers, Engravers and Publishers—Iran.

Greece wants electron tubes, transistors, crystal diodes

The Hellenic National Broadcasting Board, Athens, has issued an unnumbered tender for 1272 electron tubes, transistors and crystal diodes.

Bid deadline is not determined.

Copies of tender announcement and specifications are available from the Hellenic National Broadcasting Institute, 7 Paleon Patron Germanou St., Athens, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: Code 202-967-4036).

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRIA—After four years of study, the Vienna Municipal Planning Commission has presented to the public its long-range recommendations for **a Vienna subway system** designed to solve the city's constantly increasing traffic congestion problem. The recommended plan calls for a basic network of about 38 kilometers or, if the track of the so-called *Stadtbahn* (a grade-separated streetcar line with exclusive right-of-way operating partly underground and partly elevated) is included, about 49 kilometers will be needed to serve the congested central urban areas as well as provide service to the development areas at the outskirts of the city.

The 49-kilometer basic network will be equipped with 69 stations located on the new lines at every 575 meters and on the former *Stadtbahn* line at every 340 meters. Four-axle two-car unit electric rail car trains will average 30 to 35 kilometers an hour including stops, with a top speed of 100 kilometers. The capacity of the two-car unit trains will be 382 passengers of whom one-third will be seated. The system will be designed to permit conversion to fully automatic operation. The 12 to 16-year construction program will bring major segments of the system into operation as they are completed. The basic system will be capable of any extension desired. A network of 150 kilometers in length is a long-term goal. The cost of the basic system is estimated at 7.2 billion (about $277 million), and 7.85 billion (about $302 million) schillings, respectively, depending on whether the project will be completed in 12 or 16 years. These figures, which cover structures and rolling stock, allow for an annual increase in prices of 3%.

At a special meeting in November, the Vienna Municipal Council unanimously took note of the recommendations of the City's Planning Commission and, in accordance therewith, instructed the City Administration to obtain the views of various authorities (Transport Ministry, Ministry of Construction & Technology), the Chambers of Commerce, Labor, and Agriculture, pertinent trade associations, individual Austrian and foreign experts on the project. The Administration is also to work out a financing plan for the projected basic network. The final decision as to whether or not Vienna will get a subway will be made after receipt of the various expert opinions and after a financing plan is drawn. For these reasons, a final decision cannot be expected before some time next spring.

Realization of the Vienna subway project will depend exclusively on a workable financing plan. There is general agreement that the approximately 500 million schillings (about $19 million) which will be required annually for subway construction cannot be appropriated under the regular municipal budget but will have to be raised either through new taxes or through loans. The City Administration is expected to have its final financing plan ready to put before the Municipal Council in February or March of 1967. The City is hopeful that the Federal Government will make substantial contributions.

Reportedly, U.S. firms will be able to participate in this project although in the past only those foreign firms with branches in Austria have been permitted to bid on construction projects. It is possible, therefore, that opportunities for U.S. firms will be limited to suppliers of technical know-how, equipment and services to Austrian contractors.

In view of the fact that the crucial financing question is still completely open and that a financing plan will not be available before spring, it may be assumed that bids will not be invited at least until 1967. The invitation to bid will be published in the *Amtsblatt der Stadt Wien*, which may be obtained from *Magistratsdirektion der Stadt Wien*, Pressestelle, Rathaus, Wien I. The annual subscription price per copy is 60 schillings (about $2.30). The City official responsible for the subway project is Dipl.Ing.Dr.techn. Rudolf Koller, Stadtbaudirektor, Magistrat Wien, 1 Rathaus, 1082 Wien, Austria.

U.S. firms interested in contacting Austrian firms may purchase a standard U.S. Department of Commerce "Trade List" naming Austrian contractors, architects, builders and engineers, available for a cost of $2 from the Commercial Intelligence Division, BIC, Washington, D.C. 20230. U.S. firms may also request a U.S. Embassy report outlining the routes of the subway system and naming ten leading Austrian construction firms which are known to be contractors of the city of Vienna. This brief report is available on loan from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4641).

BRAZIL—The Inter-American Development Bank announced recently the approval of a loan equivalent to $12 million to help expand and improve the **water supply system of Belo Horizonte,** Brazil. The borrower is the *Departamento Municipal de Aguas e Esgotos de Belo Horizonte*, the public agency which administers the water supply and sewage systems of Belo Horizonte, which is the capital of the State of Minas Gerais.

The project will be carried out at a total cost of $25,170,000, of which sum the Bank will finance 48% and local sources the remaining 52%. The project calls for the execution of the following works: Completion of the intake system at the Das Velhas River, together with installation of two pumping stations, a treatment plant, a storage tank and construction of conduction lines to the city; the installation in the city of two new treatment plants, the expansion of the distribution network and the installation of 25,000 water meters and the repair of another 15,000.

The expanded system will be able to supply about 940,000 persons or 75% of the expected population in 1970.

ECUADOR—The bid deadline for the supply of **a variety of hospital equipment** to be used in the new Armed Forces Military Hospital has been extended from Jan. 26 to Feb. 27. The following equipment is needed: Equipment for laundry, kitchen and food serving, steriiization, bakery, dishwashing (electric), employees' dining room, doctors' dining room, rehabilitation rooms, morgue, central oxygen system, central control (oxygen, alarm systems, light, automatic clock, switches, etc.); steam generators and auxiliary equipment, passenger, freight and bed elevators; and an international pneumatic mailing system.

A copy of the specifications is available for review only in the offices of the Trade Opportunities Staff, U.S. Department of Commerce, BDSA-624, Washington, D.C. 20230, and may be purchased from the issuing agency upon payment of 3000 sucres (approx. $146 not including $1 for airmail postage). It is suggested that interested tenderers allow at least one full week for mail delivery between the U.S. and Ecuador.

INDIA—According to press reports in India, the Indian Government has given the green light to the Calcutta Port Commission for **the Haldia Port Project.** Haldia, 60 miles downstream from Calcutta, is envisaged as a subsidiary port for bulk cargo. Bids are invited on the first stage of port development, including the construction of locks and seven berths, at an estimated cost of $17.3 million with a foreign exchange component of $333,000. Work is to be started in May and completed in four years. Total cost of the project is estimated at $53.3 million.

MEXICO—The Inter-American Development Bank recently announced the approval of two loans equivalent to $24,140,000 to help finance a **project to irrigate about 100,000 acres in northwest Mexico.** The borrower is *Nacional Financiera, S.A.*, the agency of the Government of Mexico which negotiates external credits. The project will be carried out by Mexico's Department of Hydraulic Resources with the cooperation of the Comision del Rio Fuerte, a decentralized agency in charge of the development of the Fuerte River basin in the State of Sinaloa.

The project calls for the use of the waters of the Fuerte and Alamos Rivers to irrigate a 100,000-acre zone termed "El Sabino", in Mexico's northwestern State of Sinaloa. The zone forms part of the Carrizo Valley, a large plain with scant rainfall. The valley's development has been included in the Development Plan for Northwest Mexico, which calls for the irrigation through the use of waters of some 13 rivers of areas totaling nearly 1.2 million acres in the States of Sinaloa and Sonora.

The *Sabino* project will be carried out at an estimated cost of $48,270,000, of which sum the Bank will finance 50% and the Mexican Government the other 50%. Specifically, the project involves the completion of the *Josefa Ortiz de Dominguez* dam on the Alamos River, which will have a capacity of 607 million cubic meters; the construction of a 3.2-mile main canal to link this dam with the Miguel Hidalgo Dam on the Fuerte River; 36 miles of primary and secondary canals; 183 miles of distributing canals; 238 miles of secondary drainage canals and 145 miles of access roads; construction of 3,300 housing units in nine communities, together with the provision of water supply and electric power services, schools and health centers for a population of about 22,000.

The Department of Hydraulic Resources has prepared an agricultural plan for the newly irrigated lands which calls for the cultivation of such crops as tomatoes, soy beans, citric fruits, corn, beans, alfalfa, sorghum and various vegetables. Three years after completion of the project, the production goals of the irrigated lands are estimated at about $13.5 million annually compared with the current value of $100,000.

The construction portion of the contract is valued at approximately $30.5 million. Another $9.5 million will be invested in various types of equipment and services. The plant is scheduled to go into operation in the first quarter of 1969 with a daily output of 1,035 tons of ammonia urea and 53 tons of sulphur. Additional facilities to be constructed in connection with the fertilizer plant are a natural gas pipeline from Abqaiq to Dammam and additional port facilities to handle exports of the plant's production.

Construction Awards

CANADA—A list of firms awarded contracts by various Canadian Government Agencies (Transport, Public Works, Defense) during November and December, 1966 is available on loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

KUWAIT—The contract for construction of eight million imperial gallons per day of additional water distillation capacity in Kuwait has been awarded to a Japanese firm, Ishikawajima-Harima Heavy Industries, Ltd. The contract calls for construction of two 4 million g/d plants, each having two 2 million g/d distillation units, and is the largest of its kind awarded by the Government of Kuwait. The firm's bid price was KD3,840,000 ($10,752,000).

PAKISTAN—The Toyo Engineering Corp. of Japan has signed an agreement with the East Pakistan Industrial Development Corp. for the construction of a fertilizer plant at Ghorosal, near Dacca. The plant will be provided on a turnkey basis and will be financed under Japan's current Yen aid credit. Estimated cost of the plant that will produce 340,000 tons of urea fertilizer a year is about $56 million.

SAUDI ARABIA—The General Organization for Petroleum & Minerals (Petromin) has signed a contract with the Chemical Construction Corp. of New York for the construction of a $40 million fertilizer plant at Dammam in the Eastern Province. The plant will be built for the Saudi Arabian Fertilizer Co. which is a joint venture between Petromin, the Occidental Petroleum Co. and private Saudi shareholders. A letter of intent was given to the Chemical Construction Co. on Sept. 24 of this year.

VENEZUELA—A Consortium formed by the U.S. firm of engineering consultants, Tippetts-Abbett-McCarthy-Stratton and the Venezuelan firm, Ingenieria de Suelos, S.A., has been selected by the Ministry of Public Works for the evaluation study of the two alternatives recommended by Mr. Louis Stirminski of RAAG, Panama, for expansion of the Maiquetia International Airport. The contract is expected to be signed shortly.

The U.S. firm is a member of the U.S. consortium which was engaged recently by the Ministry for preliminary work on the Caracas rapid transit system. The Venezuelan firm is a well-established engineering company which has worked primarily in soil testing for bridge and building projects.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

EL SALVADOR—Roberto Bukele, Jorge Bukele & Co., 4a. Ave. Sur No. 127, San Salvador, **interested in being representative-distributor for U.S. chemicals and chemical processing equipment in El Salvador;** would like to receive manufacturers' catalogs on above. Jan. 4 via New Orleans for seven months. c/o Chemical Engineering Dept., University of Wisconsin, Madison, Wisc. 53706. Itinerary: Madison; Foxboro, Mass., others to be arranged. WTD 4/21/65.

GERMANY—Georg-Markus Stiehl, representing Friedrich Grohe, Armaturenfabrik, 587 Hemer/Westfalen, **interested in locating U.S. manufacturers of sanitary fittings or allied equipment and in introducing German-made fittings and thermostatic mixers.** Jan. 16 via Chicago for three weeks. c/o Price Pfister Brass Mfg. Co., 3011 Humboldt St., Los Angeles 31, Calif. Itinerary: San Francisco; Los Angeles; Chicago; Detroit; New York. WTD 12/4/64.

ISRAEL—Haim Reizes, M.S.A.E., Chief Engineer and Technical Advisor, Lamoshav Transport Center for Settlements, Central Communal Society of Agriculturists Ltd., 77 Herzl St., Tel Aviv, **interested in spare parts and automotive garage equipment for tractors and farm implements,** and requesting technical information and know-how in maintenance of vehicles. Jan. 7 via New York for three months. Can be contacted at the Detroit SAE Symposium between Jan. 9-25. Itinerary: New York; Detroit; Chicago; others to be arranged. WTD 9/14/64.

NEW ZEALAND—Capt. P. N. McKellar, Harbour Superintendent, B. C. Waterhouse, Board Member, J. A. Lyall, Assistant General Manager, and J. S. Mason, Chief Mechanical Engineer, Horthland Harbour Board, P.O. Box 269, Whangarei, **interested in marine container handling facilities and port planning for containerization,** and requesting technical information. Jan. 20 via Honolulu for ten days. c/o Reef Hotel, Honolulu or Drake Whilshire Hotel, San Francisco, Calif. Itinerary: 1/20-24 Honolulu; 1/24-27 San Francisco; Seattle 1/27-29.

SOUTH AFRICA—Mrs. Eileen Goslar, Eileen E. Goslar (Pty.) Ltd., c/o Raphaely, Weiner & Schwarz, JBS Bldg., Commissioner St., Johannesburg, **interested in establishing outlets in the United States for quality women's day and evening wear in leather and antelope, ready-made men's suits, sport jackets, slacks, Italian and Spanish silver and silver-plated tableware, lamps, ornaments, black granite and andalucite.** Jan. 15 via New York for indefinite period. c/o 520 5th Ave., New York 16, N. Y. Itinerary: New York, New Orleans, Houston, Dallas, Miami, Atlanta, Washington, Philadelphia, Boston, Chicago, Detroit, San Francisco, Los Angeles. WTD in preparation.

SWEDEN—Arne Eriksson, representing AB Wiro, Ynglingagatan 17, Stockholm, **interested in exclusive representation in Scandinavia for hydraulic and pneumatic equipment for aircraft industries and airlines, and requesting technical information.** Jan. 22 via Los Angeles for an undetermined period. c/o Aircraft Division, Aeroquip Corp., 300 South East Ave., Jackson, Mich. 49203. Itinerary: Jackson, Mich.; Chicago; New York. WTD in preparation.

SWITZERLAND—Jo. A. Jacobstahl, European Marketing Systems, 5 Avenue de Beaumont, Fribourg, **interested in contacting U.S. manufacturers or exporters of products suitable for sale through food-distribution channels, such as stores, grocers, supermarkets,** on behalf of a large European manufacturer of food and beverages **to discuss direct purchase, manufacture under license, distribution, or joint venture; would like to contact U.S. marketing consultants interested in cooperating with his firm, and meet with prospective distributors of a Dutch electronic guitar.** Jan. 18 via New York for four weeks. c/o Dr. M. Goldberg, 961 Wilson Ave., Teaneck, N.J. or c/o Prof. Bursk, International Management and Marketing Group, 4300 Prudential Tower, Boston, Mass. Itinerary: New York, five days; Chicago, two days; Los Angeles, two days; San Francisco, two days; Washington, D.C., one day; Oklahoma City, one or two days; Alabama, one day; Boston, two days; New York; itinerary subject to modification if necessary. WTD in preparation.

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

Sudan to buy recording tapes, empty reels

The Republic of the Sudan has issued Tender No. 207 for the supply of recording tapes and empty reels.

Bid deadline is noon, Jan. 30.

Bid should offer 600 recording tapes of 2400'; 75 empty reels for 1200'; 200 empty reels for 600'.

Copies of tender announcement and specifications are available from the Ministry of Communications, Dept. of Posts & Telegraphs, Khartoum, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: Code 202-967-4036).

New Books and Reports

***Directory of Directors.* Published by The Financial Post, Canada. 1966. 722pp. $17.**

The new 1966 edition of this annual volume lists Canada's top businessmen and industrialists, their companies and addresses.

It is a reliable source for identifying the business affiliations of leaders throughout the country who make important decisions for Canada's business community.

Over 11,900 directors and company officials are listed, along with their executive positions and directorships. More than 2200 key Canadian companies, their boards of directors and executive officers are also included.

Write: The Financial Post, 481 University Ave., Toronto 2, Canada.

***The World-Wide Industrial Enterprise: Its Challenge and Promise.* By Frederic G. Donner. Published by McGraw-Hill Book Co. 124pp. $4.95.**

This is an analytical study of the overseas expansion of a large American corporation, written by the board chairman and chief executive officer of the General Motors Corp. Mr. Donner traces the evolution of his company's motor vehicle production and distribution activities in foreign countries, especially emphasizing the development since World War II. He shows how management strategies—policies, practices and key decisions—can enhance a company's world growth and performance.

The book illustrates the range of considerations, the opportunities and the difficulties confronting business organizations contemplating initial participation or expansion in overseas markets.

Write: McGraw-Hill Book Information Service, 327 West 41st Street, New York, N.Y. 10036.

***Soviet Chemical Industry 1967.* By Yale L. Meltzer. Published by Noyes Development Corp., New Jersey. 110pp. $24.**

This book provides an analysis of the Soviet Union's chemical industry, the world's second largest. The author is manager of commercial development, market research, patents and trademarks for H. Kohnstamm & Co., manufacturing chemists. He recently served as an industry representative at the U.S. Tariff Commission hearings on GATT.

The book includes an historical study of the growth of the chemical industry in Russia, a discussion of the economic factors which led to its development, and an analysis of the plastics, synthetic fiber and fertilizer industries. A comparison is made between the Soviet chemical industry and that of the United States, the world's largest.

Soviet policies and trends regarding pricing, investment, production, automation, education, patents and foreign trade, as related to the Soviet chemical industry, are considered and evaluated.

Write: Noyes Development Corp., Mill Road at Grand Avenue, Park Ridge, New Jersey 07656.

Federal document price plan

The new price for Federal documents announced in the January 9 issue of *International Commerce* does not apply to the Foreign Economic Summaries or to the Market Share Commodity Reports, which sell for $1.50 each.

The new price policy/coupon system announced January 9 applies to the Market Share Country Reports, which are now priced uniformly at $3 apiece. Last year the Country Report prices varied from $1.60 to $4.60, with one report priced at $1.60, 21 at $2.60, one at $3.60 and 25 at $4.60.

***Economic Surveys.* Published by the Organization for Economic Cooperation and Development. Paris. 1966. 80¢ each.**

A series of economic studies for member countries, published annually by the Organization for Economic Cooperation and Development, which discuss economic developments and policies, business trends and economic outlook. Emphasis for each country is placed on its most important current problems. A statistical annex is included for each country, showing major business indicators, wages and prices, public finance and foreign trade.

The following new titles are available:

Belgium/Luxembourg 42pp.

Greece 50pp.

Write: OECD Publications Office, Suite 1306, 1750 Pennsylvania Ave., N.W., Washington, D.C. 20006.

***International Business: An Operational Theory.* By Richard N. Farmer and Barry M. Richman. Published by Richard D. Irwin, Inc., Illinois. 314pp. $10.60.**

This book covers the hazards, problems and opportunities encountered in international business.

It analyzes the conditions in various countries affecting the overseas operations of international firms, as well as the internal functions critical to the firm's success. Also discussed are the strategies which will help a firm in its international operations.

Write: Richard D. Irwin, Inc., 1818 Ridge Rd., Homewood, Ill. 60430.

***How to Approach Foreign Businessmen.* Published by Business Management. October 1966. $1.**

This article, which appeared in Business Management magazine, deals with common misunderstandings and pitfalls facing the American businessman engaged in foreign commerce.

U.S. participation in foreign business has doubled over the past 25 years, but top management has lagged behind in dealing effectively with foreign businessmen. This article analyzes why the American executive alienates foreign businessmen, and what he can do about it.

Write: Business Management, 22 West Putnam Ave., Greenwich, Conn. 06830.

***Operation of the Trade Agreements Program.* Published by the U.S. Tariff Commission. Washington, D.C. 176pp. Free.**

This is the 17th report on the operation of the trade agreements program. It covers the period from July 1964 to December 1965. By the latter date the United States had trade agreements in force with 74 countries, 64 of them full contracting parties to the General Agreement on Tariffs and Trade (GATT) and six provisional members. The other four countries had bilateral trade agreements in force with the United States.

The report describes the U.S. participation in the sixth major round (Kennedy Round) of negotiations under the GATT to reduce barriers to trade, and the status of such negotiations at the close of the period.

Write: Secretary, U.S. Tariff Commission, Washington, D.C. 20436.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—281-959/27

Calendar *for international traders*

AKRON—Jan. 18—Export Expansion Workshop, Holiday Inn, noon-3 p.m. Sponsors: Northwest Orient Airlines; Chamber of Commerce; REEC; Commerce Field Office, Cleveland.

AKRON—Jan. 26—Export Expansion Workshop, 10 a.m., Sheraton Hotel. Sponsors: Chamber of Commerce; REEC; Cleveland Field Office.

ATLANTA—Jan. 19—In-Office Export Conference, Commerce Field Office. Sponsors: Commerce Field Office; REEC; U.S. Department of Commerce.

BOSTON—Jan. 17—World Business Perspective 1967 Seminar, International House, World Trade Center in N.E., Inc., 470 Atlantic Ave., 2:50 p.m. Sponsor: Commerce Field Office.

BOSTON—Jan. 18—Conference and Consultations with U.S. Trade Mission to Ireland and Portugal, 10 a.m., State Street Bank Bldg.

CEDAR RAPIDS, Iowa—Jan. 17—Foreign Trade Bureau meeting, 6 p.m., Roosevelt Hotel. Speaker: Robert W. Barrie, Director, Trade Expansion, Committee of American Steamship Lines. Sponsor: Chamber of Commerce.

CHICAGO—Jan. 18—Chicago Midwest Credit Management Assn., LaSalle Hotel. Sponsor: Commerce Field Office.

CINCINNATI—Jan. 25—International Seminar on the Pacific Area, 10 a.m.-2 p.m., Carrousel Inn. Sponsors: Northwest Orient Airlines; REEC; Commerce Field Office.

DETROIT—Jan. 19-20—Businessmen's consultations on foreign investment opportunities and problems, by appointment only, with John Breen, Office of International Investment, BIC, and Herman Katz, Agency for International Development. Check Field Office.

DETROIT—Jan. 20-Feb. 2—18th International Heating & Air-Conditioning Exposition, Cobo Hall. Sponsor: American Society of Heating, Refrigerating & Airconditioning Engineers.

DETROIT—Jan. 24—Export Marketing Workshop, 9:15-12:15, Rm. 456, Federal Bldg. Sponsors: REEC, Commerce Field Office.

HONOLULU—Jan. 18—Finance & Insurance Seminar, Honolulu Field Office. Sponsors: REEC; Commerce Field Office.

JACKSONVILLE, Fla.—Jan. 17—Export Conference, 2 p.m., Commerce Field Office.

LOS ANGELES—Jan. 20—Export Expansion Seminar, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, U.S. Department of Commerce.

MANSFIELD, Ohio—Jan. 25—Export Expansion Workshop, noon-3 p.m. Sponsors: REEC; Chamber of Commerce; Commerce Field Office.

MEMPHIS—Jan. 17—World Trade Club, Hotel Claridge. Sponsor: Commerce Field Office.

MEMPHIS—Jan. 18—Conference on Trade Mission to Libya, Tunisia and Morocco, Hotel Claridge. Sponsors: Mid-South Exporters Roundtable, Commerce Field Office.

NASHVILLE—Jan. 18—Middle Tennessee Exporters Roundtable luncheon, Holiday Inn (Capitol Hill). Sponsor: Commerce Field Office.

NEWARK—Jan. 19—Profits in Exports Conference, Robert Treat Hotel. Sponsors: World Trade Assn.; N.J. Dept. of Conservation & Economic Development; Commerce Field Office, New York; REEC.

NEW YORK—Jan. 16-18—AMA Orientation Seminar on financing U.S. investments abroad through the Euro-currency market and entrepot capital centers, St. Regis Hotel.

NEW YORK—Jan. 19—FCIB Drug, Chemical & Food Export Club, Advertising Club, 12:15 p.m. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Jan. 24—Roundtable "Profits in Exports" Conference, Meadowbrook National Bank, Great Neck, Long Island. Sponsors: Meadowbrook National Bank, REEC, Commerce Field Office.

PHILADELPHIA—Jan. 17—Consultation with Redington Fiske, member U.S. Trade Mission to Ireland and Portugal at Field Office. Sponsor: Commerce Field Office.

PHILADELPHIA—Jan. 17—Consultation with Robert Kemp, Commercial Attache, American Embassy, Helsinki, Finland at Field Office. Sponsor: Commerce Field Office.

PHILADELPHIA—Jan. 17—Foreign Traders Assn., Sheraton Hotel, 6 p.m. Sponsor: Commerce Field Office.

PITTSBURGH—Jan. 19—In-Office Export Workshop, Field Office, Rm. 2212, 2 p.m. Sponsors: REEC; Commerce Field Office.

PROVIDENCE—Jan. 17—Dinner meeting, Providence World Trade Club, Sheraton-Biltmore Hotel.

ST. LOUIS—Jan. 17—Businessmen's Consultations with U.S. Trade Mission to Hungary and Bulgaria, Commerce Field Office. Sponsors: REEC; World Trade Club; Chamber of Commerce; Commerce Field Office.

ST. LOUIS—Jan. 20—World Trade Conference for Small Business, Ramada Inn, Lambert Field. Sponsors: University of Missouri; REEC; World Trade Club; Chamber of Commerce; Commerce Field Office. Speaker: A. C. Homer, Imperial-Eastman Corp.

ST. LOUIS—Jan. 26—World Trade Club monthly dinner meeting, Bel Air West. Speaker: Redington Fiske.

SAN FRANCISCO—Jan. 18—Export Finance & Insurance Seminar, Rm. 13450, New Federal Bldg., 450 Golden Gate Ave., 9:30 a.m. Sponsor: Commerce Field Office.

SAN FRANCISCO—Jan. 25—General Export Seminar, Rm. 13450, New Federal Bldg., 450 Golden Gate Ave., 9:30 a.m. Sponsor: Commerce Field Office.

WICHITA FALLS, Texas—Jan. 16—Management Training Course in International Trade at Midwestern University. Sponsors: Midwestern University, Chamber of Commerce; REEC; Commerce Field Office.

YORK, Pa.—Jan. 17—World Trade Council, Chamber of Commerce "buck" luncheon. Speaker: Wallace E. Carroll, member U.S. Trade Mission to Ireland and Portugal. Sponsor: Commerce Field Office, Philadelphia.

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